

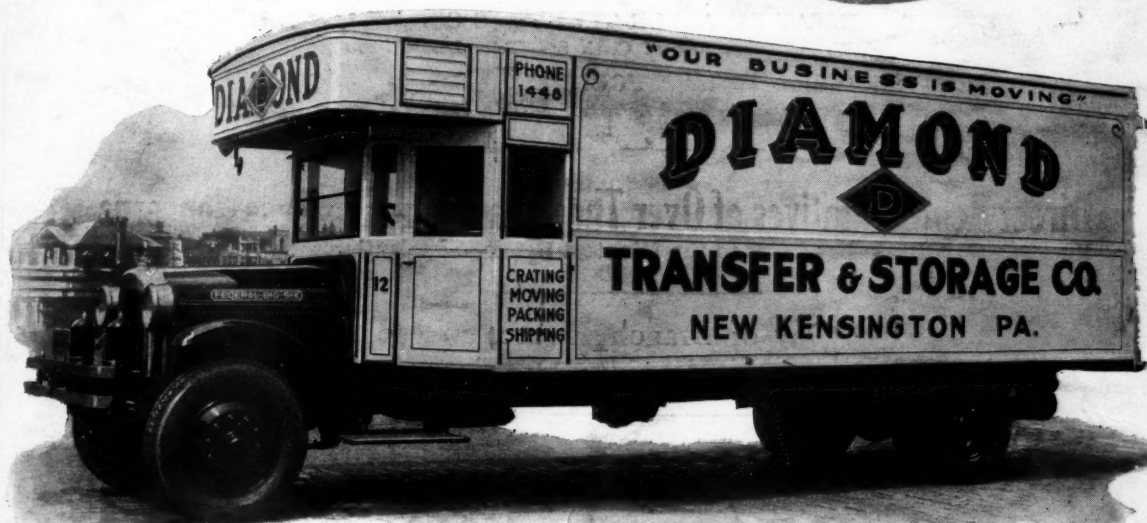
DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

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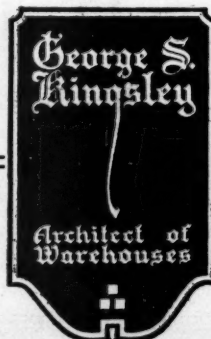
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New York City



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

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NEW YORK REPRESENTATIVE

P. J. O'Connor

PUBLISHED ON THE FIRST OF EACH MONTH BY
DISTRIBUTION and WAREHOUSING PUBLICATIONS, Inc.
243-249 West 39th Street, New York City
Phones, Longacre 1888 and 1889

Andrew K. Murray, President and General Manager

Kent B. Stiles, Vice-President

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Owned by United Publishers Corporation, U. P. C. Building, 239 West 39th Street, New York City; A. C. PEARSON, Chairman, Board of Directors; FRITZ FRANK, President; C. A. MUSSELMAN, Vice-President; F. C. STEVENS, Treasurer; H. J. REDFIELD, Secretary.

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Subscription Rates

United States \$2.00 per year
Canada 2.50 per year
Foreign Countries 3.00 per year
Single Copies, 20c. each except January Issue, \$1.00

Entered as second-class matter January 29, 1916, at the
Post Office at New York under the act of March 3, 1879

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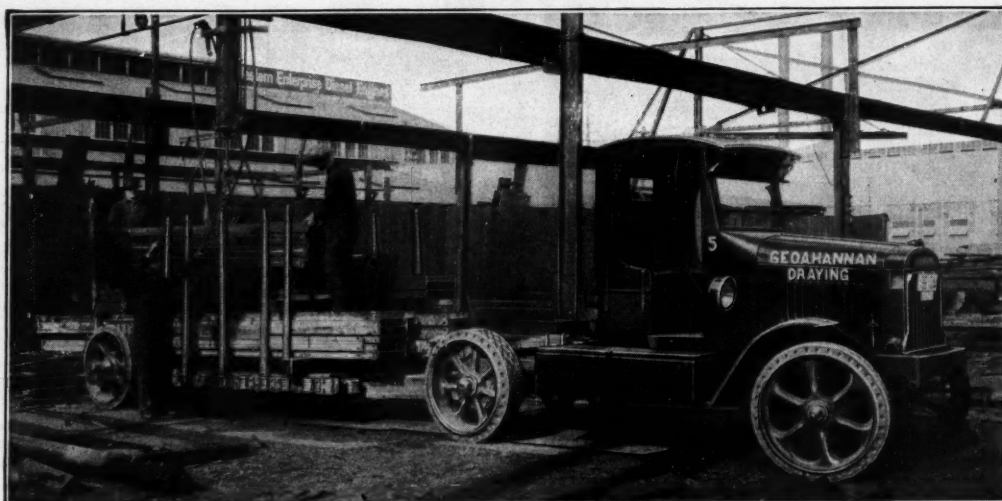
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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



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I'll tell them"*—Hannan

If you know San Francisco you know that trucks in that town have no picnic. There are hills! Add to this handicap the kind of loads that George Hannan hauls around town and you'll realize why he is so enthusiastic about his International Model 63 Tractor-Truck.

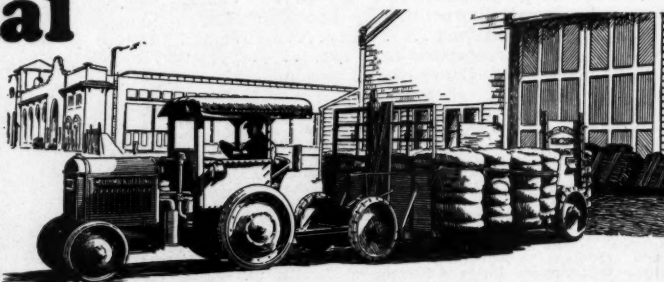
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**International
Harvester
Equipment
Trucks & Tractors**



GEORGE A. HANNAN
Draying and General Hauling
220 MAIN STREET
San Francisco, California

January 8, 1926

INTERNATIONAL HARVESTER COMPANY
San Francisco, California

Gentlemen:

The draying and hauling business is hard on any truck, but the kind of a job I have given my International is especially difficult. It requires a truck with lots of guts as well as plenty of power.

A big 15-ton trailer is hooked behind my International and this combination used principally for hauling structural steel. Only last week I pulled 10 tons to a job on Bush and Hyde Streets. Everyone knows to get there some stiff hills must be climbed. The International did not whimper once.

In pulling a heavy load and trailer a truck must have pretty darn good brakes. That is one of the features I like very much about my International. The trailer I speak of has no brakes at all.

I also like the easy steering of my International. It is the one truck among those that I own that I like to drive the most. It handles almost as easy as a touring car.

Refer anybody you like to me, I'll tell them.

Very truly yours,

(Signed) GEORGE A. HANNAN



McCORMICK-DEERING Industrial Tractors

The Dodd Warehouse Company, San Francisco, use the McCormick-Deering Industrial Tractor and trailer outfit pictured below. The full power of the McCormick-Deering engine, coupled with the low load bed and high capacity of the trailer, fits this outfit for the heaviest kind of hauling. This use of the Industrial Tractor points to the practicability of this outfit in many classes of warehouse and storage transportation.



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COAL, COKE, WOOD, BUILDING MATERIAL
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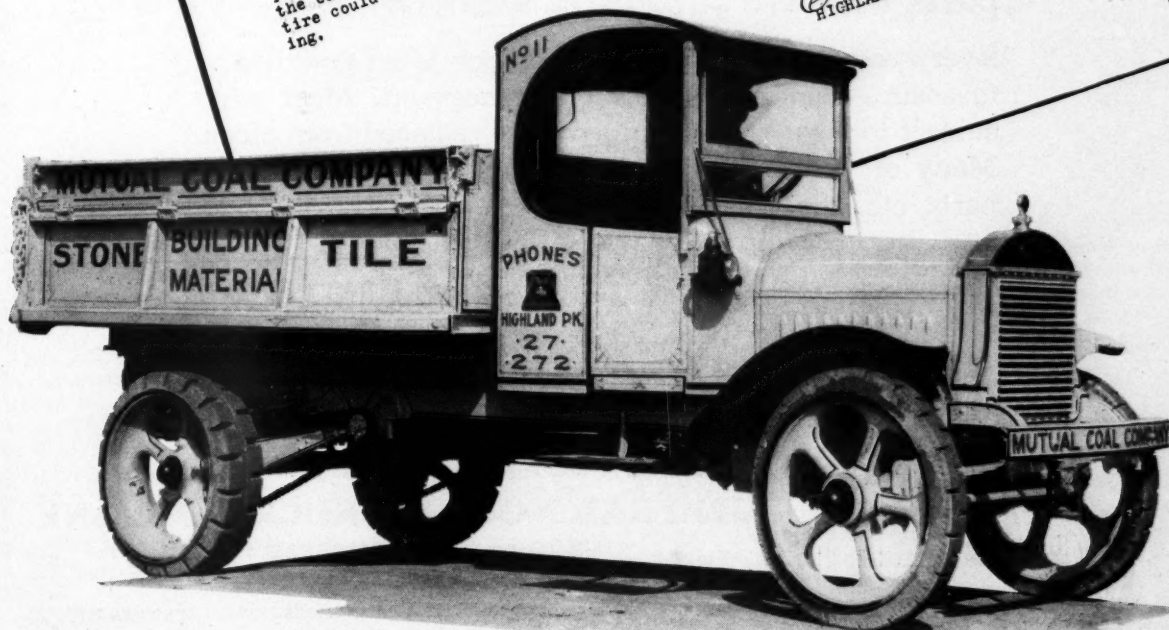
Kelly-Springfield Tire Company,
2001 W. Pershing Road,
Chicago, Illinois.
Gentlemen:-

Being satisfied users of your truck tires for the past six years we felt you would be interested in receiving a photograph of our latest Mack truck which is herewith attached. We are operating eight motor trucks on your tire equipment, and as stated above have been using it for the past six years.

Although other makes of tires have been tried during that period no tire has furnished us with the tractive qualities of your Kelly Kat. The nature of our business being coal and building material, necessitates our truck pulling into ground which is difficult to negotiate. We must have positive traction and where some other makes of tires will furnish this quality for a short time, the nature of their design is such that the traction disappears after short service. The notches in your Kat tire, in running to the base of the tire itself, furnishes us with that traction which we need until the tire is worn out.

In addition to that quality the service rendered has been exceptionally good. We are so thoroughly sold on your product that all other new trucks will be specified Kellys, as the attached photograph will indicate in one case. On this new Mack truck you will note that Aircorcs have been placed on the front wheels and since using them we are pleased to state that the cushion qualities are remarkable. We really did not believe that a solid tire could be made to give such excellent resiliency as this tire is furnishing.

Very truly yours,
MUTUAL COAL COMPANY.
E. J. Sheehan
HIGHLAND PARK, ILLINOIS.



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While such GMC features as detachable cylinder heads, removable cylinder walls and removable valve lifter assembly make the replacing of worn parts a quick and easy job and *reduce labor costs and time-out-for-repairs to a minimum*.



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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

Volume 25

NEW YORK, NOVEMBER, 1926

No. 11

Public Warehousing and Economic Distribution

Number 20

Why Trucking by the Warehouse Is the Most Satisfactory for Distant Owners

By H. A. HARING

"SPOTTING our goods in warehouses," once remarked a well-known distributor, "is a lot like taking a train. With the train the trip still lies ahead of you. With goods in the warehouse the trucking is still to be done."

That remark was uttered three or four years ago. The same gentleman, within the past two months, voiced another thought—a thought, too, which aptly pictures the development of warehouse service in the same years. For it is his belief that:

"Motor trucking has opened up a world of business for the manufacturer who knows how to warehouse his goods. The salesman used to play up quality-talk and price-talk; he shied at anything about delivery. But now for all the important buying centers the delivery-talk counts.

"Every week you see in the papers some piece about how the railroads are saving the business men millions a year by their expeditious handling of freight. Every time I see those pieces I want to write someone a red-hot letter to expose the quackery of their claims. It's

all a smoke screen. I'll grant you that the railroads are speeding up. But the big turnover is made possible by the fellow the railroads despise and libel—the truckman. Why, it's only yesterday that Evanston retailers were four days from Chicago jobbers. What are they today? Not four hours. Have the railroads advanced their package-car schedules? You know the answer—the cars aren't even on the schedule any more."

From four days to four hours! That sentence pictures the changes of the past eight or ten years in all distribution.

Everything has been a pell-mell of increased turnover of stocks, of hand-to-mouth buying, of demand for quick delivery. The housewife's pantry is too small, the retailer's store is too tiny, the jobber's lofts are too costly and his overhead too burdensome, for all or any one of them to carry goods for future needs. Yet they insist, one and all, that the seller shall at all times be able to lay hand on fresh goods without delay or excuse.

The cumulation of all these demands is backed closer and closer to the manufacturer, who must maintain spot

Public Warehousing and Economic Distribution

stocks and who must, also, with even greater necessity, stand ready "to shoot me the goods in a hurry," as phrased by an important grocery wholesaler. Surely it is true, as expressed in the opening paragraph, that "With goods in the warehouse, the trucking is still to be done."

How Trucking Volume Has Grown

THE trucks run everywhere. That the total of truck-carried goods has swelled needs no demonstration, for it is a fact to be witnessed on the dock fronts of New York City, on the single unpaved street of Smallville, and on every highway that lies between the metropolis and the tiniest hamlet.

Beyond the hamlet has gone the motor truck, out into the roads and farm lanes where horses are raised and cattle fattened for market. It is no uncommon sight near the great mule markets of Wichita to see mules riding in motor trucks to and from the city—thus far has gasoline displaced the beast of burden in his own job.

Many city men have come from the country. They will recall that one of the memorable events of each year for the country boy was that day when "father drove the cattle to the railroad," or when "the hog car's to be in town tomorrow." Those days brought variation to the farm's life, because the boys were privileged to tramp the dusty roads into town, "driving" cattle or hogs or sheep to the pens alongside the railroad freight house—usually to be followed by an ice-cream feast.

For the country boy of today, and every day since about 1918, however, this occasion of sweet memories exists no more. Into the Indianapolis live-stock market a million hogs per year are delivered by motor trucks; into South Omaha the number has increased nearly 400 per cent in five years; into Cincinnati 95 per cent of the driven-in hogs come, not on their own plodding legs, but on the speedier motor truck. Go where you will in the rural districts. Everywhere you will meet trucks with live stock en route to the railroad station or to the local packing house; seldom will you meet animals of any sort walking to market. The old manner would certainly seem to be the cheapest imaginable method of delivering stock to railroad siding. The farmer's dislike to pay out cash needlessly is well known.

Why, then, the motor truck for this purpose? The answer may be indicated in the words of an Iowa hog raiser who had just delivered 14 hogs, weighing 3850 pounds, to the buyer at Sac City: "The truck's cheaper."

In this case the hogs had come 32 miles, for which haulage the truckman had charged \$6. The farmer could have driven them two miles to his local freight station and then shipped them by rail to Sac City for a charge of \$5.20 (13½ cents per cwt.). He might have hauled

them in his own wagons the entire distance "for nothing," in his own words, but, he adds, "I'd a-had to team them at night so's they wouldn't get overheated all day on the road." The convincing reason, however, for his belief that "the truck's cheaper" lies in that "the truck's so quick that they don't lose weight." Had the hogs come to market by either of the alternative methods, they would have lost an average of 15 pounds each in weight, or a total of 210 pounds of salable weight for the lot.

A further reason for the growing use of trucks in marketing live stock is that shipment is possible when the stock is ready for market. If carload lots are sold, the ordinary farmer or group of farmers may not have all their cattle or hogs up to uniform size or the same stage of fattening. They must sell when the railroad places a car for loading, or when a buyer reaches town on his regular trips. But by the use of a truck the individual farmer can market a dozen hogs out of his herd of 50, selecting those that have reached prime marketing condition. If he were obliged to hold these a week or ten days for the whole herd to attain perfect condition, so that he would have a carload shipment, the first dozen would yield him no return whatever for their feed during the additional ten days of holding.

The farmer, too, who sells via motor truck may choose his market. He is in position to follow the radio market forecasts, and then rush his stock to market within half a day, as would be utterly out of the question under the older manner of selling.

In this way it has resulted that wherever the shipment is small and wherever the grower does not live too far from the market or stockyards, delivery is made by motor truck. This applies to hogs and cattle, sheep and calves. It is cheaper to do so; the selling weight of the animals is bigger; the possibility of commanding higher prices is immensely increased.

Even such hard-headed bargainers as farmers know that they save money by hiring a truck. They remember, too, that the truck calls at the farmyard; the farmer, beyond helping load the truck, is not obliged to use his day to drive the stock to railroad shipping point, nor is he obliged to use his teams when they are needed for other work.

Application to Merchandise

HERE is an example where the method which on its face would appear to be cheapest is found to be, in fact, most costly:

For two barefooted boys to "drive" the live-stock to town "on the hoof" would seem to be the least expensive way to market. Experience teaches, on the contrary, that to make an outlay of \$6 to a hired truckman adds to the selling price that \$6 and a profit besides.

Small wonder, then, that each business day 200 to 300 truck loads of hogs come into Indianapolis; that on a single day, when I happened to be at the South Omaha stockyards and made the inquiry, 108 truck loads of cattle had that day come in, with twice that number of hogs; or that in Memphis, on a certain day when I was there, 57 trucks were reported as having delivered 41 mules to the market and as having carried 170 away.

Any live-stock shipper who has ready for market at one time enough live-stock to make up a carload will probably make carload shipment. Certainly he will if the distance is 50 miles or more. Carload and less-than-carload lots in gathering together farm products for the market bring into play precisely the same principles and achieve the same savings that come into operation in distributing factory merchandise throughout the country.

For both operations, the truck is displacing the railroad. Evidence is not needed to persuade the reader to this belief. The railroads admit the condition; they have reduced package-car schedules on every hand; they have eliminated "local" and "mixed" freight-train service on branch lines, or have substituted for "daily" service a schedule "alternate days" or "semi-weekly"; at many places they are experimenting with trucks to supplement or extend the service.

For the railroads to enter trucking, or even to consider such a step, stamps public trucking as a dependable service. Going fast are those days when irresponsible truckmen dominate the business—the type whose office was the driver's seat and whose filing cabinet was between his red hair and the battered hat that covered it. No longer does a business house send a boy outside "to hail some fellow to truck" a shipment. Instead, a telephone call goes to the office of an established trucking company with responsible management.

Trucking from coast to coast has been organized. For suburban deliveries, regular trips on announced schedules have supplanted the earlier hit-and-miss special trip for each delivery. Within the cities, system has been developed for small-lot and irregular deliveries. Both within and without the cities, increasing

Public Warehousing and Economic Distribution

volume and growing regularity have made possible a basis for charges which the shipper knows in advance.

Trucking has, in a word, over all the country swallowed up the old "expressman," and in no lesser way it has taken over much of the local less-than-carload shipments of the interurban trolley and the railroad package car. Formerly the big business of the truckmen was to handle from door to local freight station, or in reverse movement, but that business is disappearing, for the simple reason that each year the volume of less-than-carload reshipment lessens. As it lessens, the volume that goes by truck through to destination grows more.

The truckman, therefore, instead of being a handler of short-haulage business to and from the local freight station, is now the carrier of goods for moderate distances.

Getting Closer to Warehouses

IT has just been stated that the trucking business has been organized so that the independent "expressman" now covers the highways and city streets methodically, receiving orders from a central office which systematizes the business. More important than this fact is the further fact that trucking enterprises of this sort tie closely to the merchandise warehouses.

This development is natural. In nearly every city "trucking and transferring" preceded the storage warehouse.

With the household goods side of warehousing, "moving" and furniture storing are inseparable, the need of storage for household goods having first become apparent to the man who did the moving.

In much the same manner, those who did the city's trucking and transferring saw every day the crying need for some place to store merchandise in the process of distribution to the trade. Out of this need grew the public warehouse. That need was similar in all cities, and, accordingly, warehouses sprang up all over the country at about the same period.

The warehouseman, therefore, understands trucking. Many warehousemen, in their youth, drove trucks—they pride themselves in the memory fully as much as a railroad president boasts of the days when he sat at the engine throttle in grimy overalls.

The railroad president is a better transportation executive for having run trains by night in all kinds of weather.

So, likewise, is the warehouseman a better man to manage trucking problems for having held the reins over a pair of "draft horses" on icy streets when both the team and the man were three hours overdue for rest and "eats."

Judge Gary is authority for the belief that:

"There comes a time where the man in the twentieth story of an office building cannot make up, no matter how brilliant he may be, for the waste and shiftlessness of an army of superintendents in many mills hundreds of miles away."

That sagacious statement might fittingly be applied to those who control distribution of goods by substituting the word "deliverymen" for "superintendents."

"Lack of knowledge," declares Secretary Hoover, "rather than want of power, is frequently responsible for the prevalence of burdensome distribution costs."

The wise owner of goods, in his office hundreds of miles away, will not attempt to dictate trucking instructions. He will, rather, delegate the responsibility to the warehouse management which

(1) Is on the ground; and which

(2) Probably knows more about trucking than the "executive" ever dreamed.

Few warehouses for merchandise exist which do not have either (a) trucks of their own for delivery of patrons' goods, or (b) a working arrangement with trucking concerns for the same purpose. In the household goods field, storage without moving vans and experienced moving crews is hardly known. Merchandise warehouses there are which do no trucking and compel patrons to shift for themselves, but they are exceedingly few and far between; like a well-known soap, the warehouses are about 99.9 per cent "truckers."

"Warehousing" and "distribution" are, in fact, inseparables in the commerce of America, evidenced by the further fact that the two words are linked together in the name of this publication, which stands alone in the allied industries as the medium of information and authority.

The public warehouses of this country buy one-tenth of the motor trucks manufactured in this country (exclusive of Ford light trucks), and that percentage is higher in relation to the total trucks sold within this country and running over its roads. Each month the warehouses purchase 1000 new motor trucks—more than 12,000 each year, with one-fourth of the purchases in the 2-ton size; another one-half of this huge total being 2½ tons and over in capacity.

In city after city the recognized "drayage schedules" use the principal public warehouses as their "distance base," with their "three-mile zone," "six-mile zone" and "city limits" radiating from a warehouse; whereas ten years ago the center of the radiating circles would have been the freight house of the principal railroad.

The interurban and suburban trucking companies, which operate scheduled service to outlying points, make the public warehouses "regular call" stations for each trip—not because they are subsidized or paid to do so, but merely because the warehouse supplies shipments for each trip.

It may not be generally known to warehouse patrons that many cities maintain a special delivery and handling rate "from warehouse door to jobber's sill."

A warehouse, for example, that has a delivery rate of 10 cents per cwt. within the three-mile zone, 12 cents for the six-mile zone and 15 cents to the city limits will quote a flat 7½ cents or 8 cents "from warehouse door to jobbers' sill."

This is a favoring rate not allowed by the "independent" truckman, and yet it is one obtainable through the warehouse.

The Warehouseman Knows Local Rates

TRAFFIC managers have had many experiences to teach that the local warehouseman, who is alert, knows local conditions of rail shipment. Published rates and "filed" tariff information are at command of the traffic man in his twentieth-story office, but he is hopelessly lost when compelled to decide between routings from a central distributing city to some smaller place within its trade territory.

The published freight rates are identical. By no means identical, however, are the train schedules; the convenience of freight houses for the customer in the smaller place; the geniality and courtesy of the local agents; the harsh observance of rules or the favoring of patrons when it comes to closing the freight-house door at five o'clock or "letting the latch hang loose." And in these later years no distant traffic manager can know whether package cars operate on a daily schedule or only twice a week.

All such bits of local information now apply to trucking, as once they did to railroading. One of the finest services of the public warehouseman has been their fund of local "short cuts" and their "good stand-ins with the freight agents." The same situation now exists with reference to trucking. In those few instances where the warehouse itself does not maintain a trucking service, the warehouseman yet will be close to local conditions in a manner impossible to any distant manager.

Competition, furthermore, is changing suburban and interurban trucking overnight. The famed "midnight tariffs" of railroad history are as nothing compared with the sudden changes in rates and services among the suburban trucking concerns.

Public Warehousing and Economic Distribution

The opening of a stretch of new concrete pavement north of Richmond in the autumn of this year shortened the distance, lessened the time in transit and cut the trucking rates between that city and Fredericksburg; when another stretch opened for traffic during October, a similar change was extended to all trucking over the 135 miles between Richmond and Washington.

A concrete pavement in North Carolina cut down the trucking time between Durham and Winston-Salem (the two great cigarette manufacturing centers), and, of course, new rates became effective. For one thing it cost less to do the trucking; for another thing, a host of new competition sprang up, with the inevitable results.

From Akron to Cleveland all trucking costs rose four years ago, when the single "good" pavement between those cities "went to pieces" and remained a terror for nearly two years; but this condition was as suddenly reversed in 1924, when three good pavements were "open."

So it goes all over this big country of ours.

How is the traffic manager to know these changes? If it were a railroad matter, the filed tariffs would in due time give the information. With public highways and motor trucks the distant manager is, however, wholly at sea. He may have what looks like a fine trucking contract for the distant city; but is the truckman likely to volunteer to cut a contracted rate, although new business may be going at much less? How is the traffic manager to know?

The answer is, of course, that warehousing and distributing are closely related.

Wherever possible, the best arrangement is to lay delivery responsibility on the warehouseman unless, of course, the manufacturer has his own delivery system.

Value of Local Information

ONE of the things to astonish "country cousins" in New York City is the tremendous volume of horse-drawn trucking along the waterfront of the metropolis. "In Smallville," is the exclamation with invariable uniformity, "we haven't a horse on the streets. I supposed New York hadn't one either, but now I find there are four hundred thousand of them drawing big trucks. I can't understand it."

The New Yorker then proceeds to explain the curiosity—as for many years he explained the even greater curiosity of horse-drawn street cars after all the world (except one street in Denver) was riding in electric cars. The New Yorker explains the strange use of horses be-

cause he understands its economy. Then the country cousin sees the point.

Reverse the situation, if you will. How much does the city traffic man know about delivery conditions in Butte; in Roswell, N. M.; in Cumberland; in Temple, Tex.; in the Beaumont oil district; in Moore Haven, Fla.?

High speed, huge loads and long runs are fine talking points. They mean less in the distribution of goods over a trade territory than ability to reach all parts of that territory quickly. The motor truck is not annoyed by horse-flies, it

a position to know local conditions.

Note, in the Directory issue of *Distribution and Warehousing*, how many warehouses announce "motor truck and team service," or an equivalent wording. They do not announce, although many of them perform it, "hand-pushed truck service" or "pack-mule delivery service," although hundreds of them make deliveries to near-by customers by use of hand trucking, and a few of them, where circumstances demand the service, deliver goods, in the manner of Don Quixote, on pack horses.

Changes in a Decade

THE pace today is well known. A technical book of 1916 would be "a waste of time to read"; as expressed by a professor of science, "The progress in any field in ten years has completely upset the theories held at that ancient day."

The manufacturer with up-to-the-minute distribution was an outstanding house ten years ago. But any house that lacks quick distribution in this day of hand-to-mouth everything is inviting failure. Superior methods have made American distribution the wonder of the commercial world, but it is well to remember that newer and ever newer methods are needed to maintain leadership.

The freight train lost to the trolley; the motor truck is bound to beat both train and trolley in the contest for public favor. The truck is less noisy than its predecessors. Its service is far more flexible. For this latter reason it is quite impossible for anyone at a distance to keep informed, up to the minute, of the changes and improvements of trucking service over the country. Those changes come too noiselessly to be heard from a distance in time to benefit in the American way of being "first."

"Ten years make antiquity," and nowhere is this more true than with motor trucking. Yet any manufacturer who uses warehouses for his distribution has at command, almost without expense, the "key man" to motor trucking in each city. His warehouseman is that key man—he knows the trucking business from foundation up, trucking operations for his community center at the warehouses, and he is in position to know best routes and best rates as few others in the community can know them.

The warehouseman is, therefore, under all ordinary circumstances the best link between the distant owner of goods and the truckman who delivers them to customers.

(The twenty-first of Mr. Haring's "Public Warehousing and Economic Distribution" articles will appear in an early issue.)

A Suggestion to the Warehouseman

IT will repay public storage executives to place these articles by Mr. Haring in the hands of shippers who comprise the present patrons and potential customers of the warehouses.

At only nominal cost reprints are available for distribution to shippers on your list. A line to the business manager, A. K. Murray, will bring you details as to the prices.

Many of your competitors are building business in just that way with these reprinted Haring texts.

is true, and yet the motor truck is not everywhere the best way to reach customers quickly.

The airplane is free to travel anywhere, but that freedom is limited to the air. So long as it soars aloft it is atop of the world. As soon, however, as it tries to land, it requires a large area and very special conditions. This importance of landing facilities illustrates the fact that the more highly specialized any transportation becomes, the more it is limited to special tracks and special terminals. The railroad and the trolley car have lost out to the motor truck because they were inflexibly spiked down where the rails were first laid.

Even with our wonderful motor truck development, the old-fashioned horse and wagon are freer in movement than any modern device. The pack-horse is still freer. "The man with a pack on his back" is the freest of them all. Witness, on the streets of New York City, the hundreds of hand trucks being pushed by men and boys along the crowded sidewalks and even amid the swaying taxis all because of their greater ability to reach all customers with greater quickness and ease.

The warehouseman, in brief, is in

New Business for Warehouses

XII

Candy and Allied Lines Offer a Field for Cultivation

AT their conventions in the summer and autumn of 1926 the manufacturers of confectionery have brought to consummation their plans for national advertising. A fund of somewhat more than \$500,000 is already available for a campaign that will seek to create new markets for candy, stimulate its use for new purposes, and, generally, to bring new popularity to candy eating.

In all probability the consumption of confections will increase. That is one thing that interests the warehouseman. Another thing, however, that means storing volume to the warehouses is the platform of the factories and jobbers of candy. The first two, of their four slogans, are:

1. Employ modern merchandising methods.
2. Know production and selling costs.

If the candy manufacturers proceed very far along these two principles they will come to the public warehouse both for the purpose of "employing modern merchandising methods," and for controlling "production and selling costs."

The other two planks of the candy-makers' platform are interesting as indicating their desire to raise merchandising standards. They are:

"Discontinue free deals and gambling devices" and "Play square with competition."

Candy in Warehouses

THE warehousing of candy has grown slowly. A few important manufacturers have done a moderate amount of storing for fifteen years or more—ever since cold storages became generally available with precise regulation of temperature and moisture. Yet the rank and file of candy makers have never considered storing their goods to buttress the market as is done with other articles of commerce.

The candy factories have not considered storage for the reason, largely, that they know nothing about it. Warehousemen have not solicited this business chiefly because they have not realized that candy offers volume for the warehouses. The candy makers, on the other hand have not to any great extent tapped at the warehouse doors because no one has told them about warehousing's economies.

It has been a vicious circle of neither knowing the other: neither warehouseman nor candy manufacturer has known that he has something to offer the other. Each can make money for the other—providing they become acquainted.

Candy, none the less, makes an ideal commodity to warehouse—ideal in the sense that its use is seasonal.

Candy is consumed more largely in winter than in summer, with the month of December requiring three or four times as much to supply the market as any other single month of the year. Chocolates for the holiday trade, for example, are manufactured in July and August. They are held in cold storage until wanted for the Christmas trade, either at the factory or by shipment to convenient centers for marketing.

Thus made for holding, the candy is manufactured a bit differently from that which is to be immediately consumed. It is hard. It demands a mellowing or

curing, without much moisture—a slow process that extends over three or four months. During this process it is held at temperatures of from 55 deg. to 60 deg. F. Low temperatures are not needed, their effect being, as a matter of fact, disastrous to the appearance of the candy, which will become streaked when returned to higher temperatures. The moisture content of the air is highly important, with penalties if humidity becomes high.

When thus held in cold storage, candy does not come within the definition of "cold-storage foods" in the law, for the reason that the law technically defines "cold-storage food" as such only when the temperature is 45 deg. or less. Candy does not, accordingly, require the label "Cold-Storage Food." All the nuisance of branding the packages or the containers, all the reports to State bureaus of quantities in store, all the prejudice against cold storage products—all are escaped both by the warehouseman and the manufacturer.

Improved Manufacturing

PARAFFIN was once largely used in candy-making, especially for those lots which were intended for shipment or for long storage. When the pure-food legislation made the use of paraffin in confectionery unlawful, candy makers turned their laboratories into research for candy ingredients that would preserve the candy while at the same time keeping its prime appearance. Unless candy looks right, none will buy; and in the retail candy trade the dealer stands large losses if heat or high humidity changes the outward appearance of his goods.

One reason why so many candy retailers develop into so-called "candy makers" is here found. The dealer who has his own candy-making "kitchen" is

in position to re-work or re-condition or re-manufacture any stock in his showcase or storeroom that shows streakiness or loses color or crystallizes or swells from expansion of the center or where the chocolate coating "gets out of condition."

Unless the dealer is more or less of a "manufacturer" he faces two alternatives: either to take losses of his goods or to buy in small quantities.

Candy dealers, as a result, are the furthest development of "hand-to-mouth" buying; and this is true whether they handle package goods at a dollar a pound or whether they specialize in "penny goods" for school children, with, of course, the identical habit of small-lot buying for the 5-10c "bars" of advertised brands in which is, just now, the greatest volume of candy selling.

However small may be one's knowledge of chemistry, it must be apparent that a wide difference exists in the composition of the center of a piece of candy and the coating. The despair of the housewife who attempts candy-making at home is that she cannot handle the coatings. Fudge or caramels or butter-scotch any good cook can make, but her troubles commence when she ventures into the realm of chocolate-covered confections.

The manufacturer faces the same problem. His attention is directed to development of methods and machines that will handle coatings and centers. This problem is largely that of handling chocolate coverings for the reason that chocolate is the commonest coating used in this country.

But, in order to obtain candies that will be uniformly satisfactory, the maker finds that the centers must have their share of attention, since paraffin has been by law taken from candy-making ingredients.

In a general way, the makers have found their salvation to lie largely in controlling the temperature and the moisture of the center at the time the coating is applied. Extreme nicety of thermometer readings is one of the first things to be noted by an outsider who visits a modern candy factory—everything is operated with one eye to the temperature and the other to the moisture.

If the candy were to be packed in an atmosphere of high humidity, there is danger that, as the goods cool, moisture from the air will be deposited on the surface, and that this will be increased when the candy goes into cold storage. Under such a condition, damage would result to the goods when entering cold storage, only to be repeated when they were removed and their temperature allowed to rise to that of the dealer's showcase.

But if the goods are packed in air-cooled rooms with relatively little humidity, no deterioration will be suffered when transferred to cold storage.

Damage, when it occurs, ruins the marketability of the goods. When the damage is slight, even so slight as not to be noticeable to the eye, the coating will lose its gloss and become "dull" looking. If greater moisture is present, the condensation will be apparent in the form of droplets; in the case of "plain liquor coatings," when these droplets dry they will turn yellow; in the case of bitter-sweet or sweet coatings, the surface becomes rough because the syrup is dissolved and then dries up into granulations; or so-called "sugar bloom" will appear, it being a discoloration or streakedness of the coating.

How to Give Proper Storage

FROM these statements it will appear that the warehouseman must take into account the two factors of temperature and moisture. It is not necessary to offer the candy-manufacturer low temperatures such as only the most complete cold storage house can provide. All that is demanded is moderately cold temperatures, say from 50 deg to 60 deg. F., with dry air—such conditions as many merchandise houses are equipped to furnish. Neither the temperature nor the moisture, however, can be allowed to fluctuate greatly.

The Department of Agriculture, after elaborate experimentation, has formulated the following general conclusions for guidance of the warehouseman who stores candy:

"1. Chocolate-coated goods intended for cold storage should be packed in an atmosphere of relatively low humidity.

"2. Low cold storage temperatures should be avoided, when possible.

"3. The higher the cold storage temperature the less danger of deterioration in removing goods from cold storage.

"4. Low cold storage temperatures can be used when necessary, provided, if the goods are withdrawn direct to atmospheric conditions, the relative atmospheric humidity at the time is low, say not above 35.

"5. If it is necessary to store goods at low cold storage temperatures and it is not possible to withdraw from cold storage direct to atmospheric conditions of low humidity, such goods may be withdrawn gradually by increasing the temperature in several steps.

"6. The withdrawal of cold storage goods direct to conditions of atmospheric high humidity should be avoided whenever possible."

What the Makers Are Doing

SO spectacular has been the success of such confections as Hershey (and other milk chocolate bars), the "Oh Henry!" line and others of that ilk, that candy-makers have come to the conclusion that proper advertising will create yet larger demand for everything from the "penny" to the dollar-per-pound variety. They plan to give the nation a "Sweetest Day" to accompany Mother's Day and the holidays; they have laid deep plans to popularize candy as a dessert for the home table; they will bill-board the country as never before for the popular five-and-ten-cent specialties; they will do national magazine advertising to proclaim the virtues and the healthfulness of good candy; they anticipate putting candy on the menus of leading hotels and dining cars as a dessert item, so that a good menu will go from "soup to candy," it being their hope that the phrase "soup to nuts" will disappear from the slang of America.

To this end, manufacturers are planning wider distribution, each for his own goods.

They are experimenting with packing their goods in tin. Tin is not excelled for low cost and keeping qualities where candy is shipped overseas; they are trying it for domestic shipments.

They are experimenting with coatings, searching for "sunproof" coverings.

They are actually using many combinations of foil, oiled paper, glazed paper and similar preparations—all in an effort to market "all weather sellers."

They are, most of all, coming to see in storage the solution of their problem.

Here is the warehouseman's opportunity to get after new business.

The candy-makers are ready to embrace public warehousing for their goods.

But—they hardly know of what the warehouse offers.

Without in any manner detracting from the ability of those who are becoming our "candy millionaires," it is yet fair to say of them that they are candy-makers, not merchandisers. They have come up through the ranks of confectionery-making, and that training does not tell them about warehouses. Their fathers in the business did no warehousing. They had paraffin. Moreover, their business never approached the national distribution that candy-making of today enjoys. The candy manufacturer, therefore, has had no occasion to learn about warehousing.

An Indiana manufacturer of one of the five-cent specialties recently shipped a carload to his Boston jobber—some

185,000 "bars" constituting the carload. One-twelfth of the shipment—15,000 bars—is reported to have spoiled before delivery throughout the New England territory, and yet the manufacturer declares:

"At that we saved enough in freight to cover the loss."

Their next shipment, a carload with 202,000 bars, went into Boston cold storage—"and we delivered every bar, right down to the last carton."

Allied Lines

ALLIED to candy itself are salted nuts, ice-cream cones, soda straws and fruit juices. There is also the vast line of confectionery-makers' supplies, from machinery to coatings. Not least of these are the gelatines, for which the competition is especially keen.

Gelatine makers find spot stocks absolutely necessary to maintain their market position. They make a practice of storing in six or eight principal cities, but they have not come to more general warehousing for the protection of customers at smaller cities. They know that candy-makers are found even in small towns but they have not seen how to cover these localities with quick deliveries.

The public warehouse is, of course, the solution. The great difficulty is that no one has told them about its facilities.

The cone-makers have adopted warehousing, as also have the straw-makers. One cone-maker advertises in the candy trade papers "bakeries or warehouses in 65 principal cities insure prompt service everywhere" a slogan that ought to appear on more confectionery advertisements!

Birmingham Company Builds

Construction has been begun of the first unit of the warehouse plant for the Merchants & Manufacturers Terminal Corp., Birmingham, Ala.

This plant, which is backed by a group of prominent Birmingham business men, is to be one of the largest and most modern of the kind in the country, and will be erected in units as the need becomes apparent. Plans for several additional units have been drawn, but are subject to change to meet the requirements of prospective tenants.

The first unit is to cost approximately \$500,000 and should be ready about Jan. 1.

"TEC Truck" Performance

Records recently kept at the Kenna Terminal, Inc., Newark, N. J., covering the movement of sugar, from ship's side to warehouse, with the use of "TEC Trucks"—manufactured by the Terminal Engineering Co., New York City—give the following figures:

	First day	Second day
Truck hours.....	25	21
Bags handled.....	6900	6300
Bags per truck hour.....	276	300
Tons per truck hour.....	39.4	42.8
Distance (average round trip)	390 ft.	390 ft.

Industry's Major Problems Considered at North Atlantic "Town Meeting"

Syracuse Assembly of A. W. A. Merchandise Division Adopts Resolutions on Standard Forms, Terms and Conditions, Business Promotion, and the Extension of the U. S. Warehouse Act to Include Canned Foods

By KENT B. STILES

THE North Atlantic members of the merchandise division of the American Warehousemen's Association held a regional meeting in Syracuse, N. Y., on Oct. 11 and 12, their gathering being patterned on the "town meeting" which the central western members staged in Chicago last July. The Syracuse assembly was in pursuance of a plan—suggested by the association's leaders at the annual convention in Washington last December—to enable the officers to find out what the members in various sections were thinking and doing and wanting.

In the opinion of the men who attended the October meeting—they came from the territory between Boston and Chicago and between Philadelphia and Toronto—the experiment was successful, and it was indicated that another gathering of the same character would be held next year.

At Syracuse the members adopted various resolutions. One urged more extensive use of the standard forms and another the more general employment of the contract

terms and conditions. A third requested the association's officers to consider the creation of a national business promotion bureau. A fourth urged the development of the plan to cooperate with the Federal Bureau of Census to compile warehousing statistics. Another deplored the extension of the United States Warehouse Act to include canned foods.

One memorial favored holding the next annual convention somewhere in the Central West, and through arrangement with the National Furniture Warehousemen's Association so that the conventions of the two major trade bodies might be attended with minimum expense by executives who are members of both.

Many other problems which are vexing the industry were discussed, including pool car distribution. In the latter connection it was brought out that many warehousemen were handling pool cars at unremunerative rates.

A summary of the Syracuse meeting, held in the Hotel Syracuse, follows:

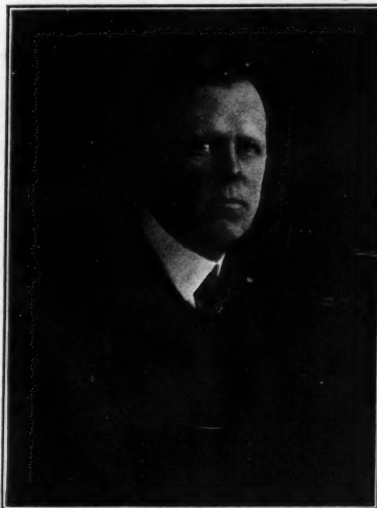
Standard Forms

THE meeting opened with Samuel G. Spear, Boston, a member of the division's executive committee and president of the Massachusetts Warehousemen's Association, presiding. He explained that it had been felt by the A. W. A. officers that the North Atlantic members could discuss their local problems in "a more intimate and family way" through holding such a gathering.

Wilson V. Little, Chicago, the division's executive secretary, emphasized the desirability of the A. W. A. getting closer to the membership through the State and local associations. By holding these regional meetings it would be possible for the officers to develop a knowledge of what the members all over the country were thinking, he pointed out, so that when the annual convention should be held the groundwork meanwhile would have been laid.

Mr. Spear called on various association officers for brief talks—R. M. King, Syracuse, president of the Central New York Warehousemen's Club; D. R. Crottsley, Newark, president of the New Jersey Merchandise Warehousemen's Association; C. A. Winslow, Watertown, president of the New York State Warehousemen's Association; Olin M. Jacobs, Bos-

Samuel G. Spear



As a member of the executive committee of the merchandise division of the American Warehousemen's Association, Mr. Spear presided at the North Atlantic regional meeting held in Syracuse

ton, secretary of the Massachusetts Warehousemen's Association, who brought greetings from Gardner Poole, Boston, the A. W. A.'s president; Philip Godley, Philadelphia, president of the Pennsylvania State Warehousemen's Association; and C. A. Richardson, Toronto, on behalf of C. F. Basil Tippet, Toronto, president of the Canadian Storage & Transfermen's Association.

The members discussed the uniform warehouse receipt and other standard forms developed by the A. W. A. in conjunction with the Department of Commerce, shippers, bankers and other groups. Mr. Little said it was likely that next spring the Department of Commerce would call another group conference to consider the forms. Meanwhile his office would send, to all members, copies of the forms, with space provided on the back of each for comments, etc., as to revision.

The uniform warehouse receipt was more and more coming to be recognized by the banking fraternity, Mr. Little added, and copies of it could be obtained at his Chicago office at nominal cost.

Terms and Conditions

LEADING discussion of the standard contract terms and conditions, Mr. Little said it was expected that the

Department of Commerce would soon formally approve them. He alluded to them as "the recognized trade practices of the industry throughout the country," designed to establish a routine that would be uniform and making it easier for relations to be carried on between shippers and warehousemen.

On motions by Nathan Bimberg, Elmira, N. Y., the meeting approved both the uniform form and the standard terms and conditions and recommended their use generally.

The recently issued Vol. II of "Warehousing General Merchandise—An Encyclopedia" was explained in detail by the division's actuary, Chester B. Caruth, Chicago, who compiled the information on behalf of the Central Bureau committee headed by T. E. Witters, Baltimore. The contents of the new book are (1) Key to Floor-Load System of Rate Making, (2) Commodity Classification, (3) Standard Modifications With Illustrations, (4) Standard Contract Terms and Conditions, (5) Standard Warehouse Receipt Forms, illustrated, and (6) Cumulative Index to Vols. I and II.

Mr. Spear commented that the Encyclopedia has been "worth \$100,000" to his company through use of the information contained, explaining that business was formerly done on "the hit or miss policy—mostly miss."

The subject of railroad free storage of sugar at Buffalo was brought up by Mr. Crotsley. Mr. Spear said that the division's port terminals committee of which he is chairman was working on this and allied problems. Such free storage was going on in ports all over the country, he declared, the carriers giving unremunerative service in a way which virtually amounted to commercial rebates by some roads.

New Business

THE program question "How Can the Division Develop New Business for its Members?" was next discussed. Mr. Little reviewed the history of the proposed national advertising campaign which fell flat a few years ago because of lack of financial support by the members. Joseph W. Glenn, Buffalo, and Mr. Crotsley favored the inauguration of such a campaign, to educate manufacturers to the use of public warehouses.

Mr. Little outlined what it was expected that the division's forthcoming membership directory would do in acquainting the shippers with warehousing service. He said the book would not appear until after the next annual convention inasmuch as the present budget did not provide for its issuance at this time.

Mr. Little visualized the creation of a national business promotion bureau through which the division might tell warehousing's story to the various industries one by one, and he urged that the local trade bodies promote business promotion plans of their own.

The members voted in favor of a motion offered by Mr. Crotsley to the effect that the A. W. A. at its coming convention give consideration to carrying on a national business promotion campaign.

Statistics

"STATISTICAL Data for the Merchandise Warehousing Industry as Requested by the U. S. Bureau of Census" was next discussed. Mr. Little presented a questionnaire which it is proposed to send—either from the Chicago office or from the Federal Bureau of Census in Washington—to the division's members each month. The report form would be filled in and returned and the information would be compiled in the aggregate, producing figures which, Mr. Little explained, would be representative of the industry as a whole. The information which would be requested on the form is as follows:

1. Name of firm making the report.
2. Address of company.
3. Name of officer preparing the report.
4. Number of warehouse plants included.
5. Gross floor space for storage purposes.
6. Total floor space, gross.
7. Space leased to tenants, gross.
8. Space operated as warehouseman, gross.
9. Occupiable space vacant at the end of the month.
10. Gross occupancy at the end of the month.
11. Tonnage handled during the month.
12. Tonnage received, not including cars handled for immediate distribution and not including pool cars.
13. Tonnage delivered, not including immediate distribution shipments and pool cars.
14. Tonnage of cars handled for immediate distribution, pool cars, etc.

On motion by Mr. Bimberg the meeting recommended the compiling of such data, the work to begin as soon as possible.

U. S. Warehouse Act

THE delegates discussed the action taken recently by the Department of Agriculture extending the scope of the United States Warehouse Act to include canned goods. Mr. King presided during this part of the meeting in order that Mr. Spear might urge, from the floor, that the members take no step deplored by the Government's action.

Mr. Godley reviewed in detail his negotiations with H. S. Yohe, in charge of administering the U. S. Warehouse Act, in opposition to the broadening of the statute before Secretary Jardine of the Department of Agriculture signed the order in August.

The effect of the broadening, Mr. Godley declared, would be the establishing of special warehouses, in the canning sections, to handle the product, thus taking a large volume of business away from public warehouses. "It's the Government getting into our business," he said.

Mr. Godley contended that when fruits and vegetables were processed and canned they were no longer agricultural products but entered the manufactured classification, whereas the U. S. Warehouse Act was intended primarily to include within its supervision only agricultural products. He feared that in time the Act might be extended to include canned meats, canned salmon, canned sardines, cotton yarn, wool yarn, flour, and other commodities. Mr. Godley offered the following resolutions:

"Resolved, that the warehousemen of

New York and the New England States assembled in regional meeting in Syracuse, N. Y., do regret the action of the Secretary of Agriculture in extending the provisions of the Federal Warehouse Act to canned foods, believing it can only result detrimentally to our interests, and that members of the American Warehousemen's Association should not discredit their own standard warehouse receipts and the uniform warehouse receipt by coming under the Federal Act for canned foods or any other commodity.

"Resolved, that we hereby appeal to the merchandise division and general president and board of directors of the American Warehousemen's Association to take such action as they may deem proper, in effort to have the said order of the Secretary of Agriculture of Aug. 11, last, applying to manufactured goods and canned foods in particular, rescinded and withdrawn, such extension of the Federal Act not being in accordance with law governing 'agricultural products' within the meaning of the Act or the intent of Congress.

"Resolved, that the chairman and secretary of this meeting be and are hereby instructed to forward copies of these resolutions to the president of the merchandise division and the general president of the American Warehousemen's Association."

Mr. Spear, taking the other side of the question, opposed the resolution. He had followed the U. S. Warehouse Act from its inception and had been in constant contact with the Department of Agriculture, he said. His own company was licensed under the Act for the storage of cotton and wool, he went on, and was getting business which otherwise might have gone to other warehouses. He declared red tape involved in licensing and bonding to be "negligible" and believed that Mr. Yohe and the Department of Agriculture were honorable and upright and apparently desirous of doing the right thing.

He would have preferred, Mr. Spear said, that the A. W. A.'s uniform receipt be used and expressed opinion that perhaps that might be brought about. Meanwhile his company did not feel that it was injuring its own receipt merely because the U. S. Warehouse Act receipt was being used in connection with goods stored in the space bonded under that statute.

The wool cooperatives had to find space for their product, Mr. Spear added, and they recognized service and were willing to pay for it. He declared that if the Government felt that there was a need for helping the canners, the warehousemen must adjust themselves to that situation, just as they were being obliged to adjust themselves to the hand-to-mouth buying development.

Mr. Spear contended that canning of tomatoes was not manufacturing but was only a necessary step for preserving and marketing, just as tobacco must be cured for marketing. He held that the question was a bigger one than could be settled at a meeting of the character of the one in Syracuse—that it was a problem for the A. W. A. as a whole to consider.

Notice to the Industry

DISTRIBUTION AND WAREHOUSING has no connection with an organization styled the International Transportation Association, Inc., with offices in Washington, D. C., and Baltimore, Md.

Some of the warehouse companies' listings which appear in the 1926 Warehouse Directory, published last January by Distribution and Warehousing, have recently been sent out on the stationery of the Directory of Railroads and Steamships, also Warehouse Service, issued annually by the publications division of the International Transportation Association, Inc., and the warehousemen were asked to revise the listings so that they might be published, summarized in fifty words, in a proposed warehouse section of a Railroads and Steamships manual.

Accompanying each clipping thus sent out was a form letter. This letter says nothing to the effect that the warehouse company is expected to pay for the publishing of a fifty-word listing in the manual.

In the upper right corner of the sheet containing the clipping pasted thereto is a "boxed" text, in 6-point type, which reads:

OUR OFFER is to prepare a paragraph description (in this size type) containing about 50 words, rewritten from the data recorded below, publishing the same in this manual, for the sum of Fifty Dollars a year, payable by the advertiser to the publishers on delivery of one copy of this year's edition containing the descriptive matter. The service is to be for 1927, 1928 and

thereafter until cancelled by registered mail. Typographical errors in the advertising service to be limited to 25 per cent of the year's charge as full damages.

All conditions of this offer are recorded hereon, and its acceptance constitutes an irrevocable contract for the first two operative years.

Below the pasted clipping is provided space for the warehouseman's signature. Above the clipping is the text: "The undersigned accepts your offer to prepare and publish a revised description of our activity in the DIRECTORY OF RAILWAYS AND STEAMSHIPS, ALSO WAREHOUSE SERVICE, to be made up from the following data:"

Thus the warehouseman signing merely to indicate his approval of the information contained in the revised clipping may unintentionally obligate himself to a two-year "irrevocable contract"—at a price of fifty dollars (\$50.00) a year—with the International Transportation Association, Inc.

All Warehouse Directory listings are published under copyright, and their use by any organization other than Distribution and Warehousing Publications, Inc., is not authorized.

Warehousemen are urged to read carefully every word of the text appearing on the stationery of the International Transportation Association, Inc., before reaching a decision as to whether to sign a sheet containing a clipping and a "boxed" text alluding to an "irrevocable contract."

Action by the warehouse industry in opposition to the extension of the Act might react unfavorably, he said, in the face of "an economic law" that was being worked out. Meanwhile Mr. Yohe was doing everything he could to get warehousemen business under the Act, Mr. Spear declared, and many of the A. W. A.'s members were working closely with the Department of Agriculture.

Mr. Jacobs expressed opinion that the U. S. Warehouse Act would drive business to the responsible warehousemen by eliminating fly-by-night operators because of the statute's rigid requirements. Mr. Spear believed also that responsible warehousemen would get the business.

Mr. Godley commented at this point that his resolutions were merely a form of recommendation.

Mr. Crottsley offered an amendment, which the meeting approved, striking out the words "or any other commodity" at the end of the first paragraph of Mr. Godley's resolutions, thus confining the opposition to "canned foods." The resolutions as amended were then approved by an overwhelming vote.

Pool Car Distribution

MR. SPEAR resumed the chair, and a discussion of whether pool car distribution was an asset or a liability for the warehouseman was led by Mr. Carruth. There were opposite viewpoints in the industry, Mr. Carruth pointed out, making the subject a complex one. He explained he had not yet come across any figures which inclined him to any definite opinion personally. A subcommittee of the Central Bureau Committee had been considering the problem, but had as yet arrived nowhere after considerable correspondence, he said.

Mr. Carruth said he had sent questionnaires to Chicago merchandise warehouse companies asking for figures on pool car distribution during September, October and November of 1925, and that nineteen companies had supplied information covering types of package, whether shipments were fully or partly distributed, the number of separations required, the number of deliveries, etc.

The nineteen companies handled 283

pool cars during the three months, Mr. Carruth reported. Of these, 205, or 72.4 per cent, were for entire distribution. There was a total of 6,463.2 tons distributed, and the commodities, in order of tonnage handled, were canned goods, dried fruits, furniture, nuts, paper, cherries, electric batteries, tinware and bird cages, the balance of the volume being made up of commodities including beverages, candy, linoleum, corn syrup, automobile wheels, cleaning compound, magazines, medicines, preserves and trees. Separations ranged in number from sixty-four to one.

Mr. Carruth expressed opinion that there was "no occasion for alarm in so far as physical handling is concerned," but he maintained that the required floor space should be paid for by the shippers. He explained how the Chicago warehousemen's tariff operated with regard to pool cars—on a scientific basis as compared with the hit-or-miss basis in some parts of the country.

"While the Chicago warehousemen would prefer to have cars come for straight storage," he said, "yet they are

not discouraging pool car distribution at the rates charged."

One gathered from the ensuing discussion that pool car distribution was regarded favorably if the warehouseman got proper remuneration, but comparisons of figures, as volunteered from the floor, indicated that the rates being charged by some members were far too low. Mr. Carruth commented, regarding this situation, that pool cars were being accepted in all parts of the country at rates so unremunerative that warehousemen were losing money.

Andrew K. Murray, business manager of *Distribution and Warehousing*, told the delegates about a plan of the International Transportation Association* to charge warehousemen \$50 apiece annually for two years to be listed in a railroads and steamship directory, whereas such listings are published without cost in the directory published by *Distribution and Warehousing*.

*See "Notice to the Industry," on page 15.

Bankers' Association Cautions Against Carrying Installment Selling Too Far

THE Executive Committee of the American Bankers' Association, at the latter's annual convention, at Los Angeles in October, went on record as favoring further safeguards against installment buying, and expressed the opinion that "people should not be encouraged to buy on deferred payments beyond their reasonable ability to pay under conditions less favorable than those that have prevailed recently."

The report was drawn up and presented to the Executive Committee after a careful study of the installment buying situation by the Economic Policy Commission, and was the first expression of opinion the bankers have made, except informally, on this new development in business.

Most of the bankers realize the danger of a further expansion of deferred-payment buying, especially when this method of payment is used for articles of merchandise which may be termed luxuries.

The report of the committee of the bankers who made a study of installment buying was in part as follows:

"The practice of selling merchandise to be delivered at once and paid for in installments is neither new nor in itself objectionable. From pianos, sewing machines, etc., installment buying has in recent years spread rapidly to automobiles, phonographs, radios, washing machines, refrigerators and to many articles of luxury, until it has reached a point where it has become an important factor in stimulating production and affecting the whole economic life of the country.

"The rapid extension during the past

The Banquet

THE members discussed the coming annual convention of the A. W. A. Mr. Little said no time or place had yet been designated, but that indications pointed to January and Kansas City. He pointed out that 274 A. W. A. members were members also of the National Furniture Warehousemen's Association, and said it was desirable, in order to economize on time and traveling expenses, that the two associations hold their conventions in the same month and in near-by cities, so that executives identified with both organizations could attend both on one trip. He added that the Pacific Coast warehousemen of both the merchandise and cold storage divisions had given assurance that they would attend the A. W. A. convention in large numbers were the meeting to be held somewhere in the Central West.

On motion by Mr. King, it was voted to be the sentiment that the convention be held somewhere in the Central West and that arrangements be worked out with the N. F. W. A.

few years of this system of merchandising has lately attracted public attention and has become the subject of some apprehension to bankers and other students of economics. The rapid growth of the amount of this character of business is probably best shown by reliable statistics, which indicate that the amount of sales of installment goods in this country during the past year was well in excess of \$6,000,000,000.

Installment Business Increases

"While the mass of information collected by the commission leaves no doubt that there has been a large increase in the volume of business handled on the installment plan, there appears no evidence proving that the economic structure of the country has been undermined by undue inflation of credit.

"During this same period savings deposits and annual premiums on life insurance policies have also shown a substantial increase. This increase might have been even greater if the large volume of installment selling had been kept within more moderate bounds.

"The commission is of the opinion that the selling on the installment plan of various kinds of merchandise of inherent and durable value has a proper place in the economic and business structure of the country. It believes, however, that a word of caution is in order at this time lest this practice be carried too far and that our people mortgage their future income to such an extent that serious embarrassment would result in the event of a business depression."

Following the Los Angeles convention, many of the bankers made a "circle of

After brief discussion of rate competition and free storage by railroads and steamships, the meeting was adjourned.

On the night of the 11th a banquet was held, arrangements having been made by the Central New York Warehousemen's Club. Mr. King, as president of that organization, presided. Talks were made by Oscar Soule, president of the Syracuse Chamber of Commerce; C. L. Raper, dean of the College of Business Administration of Syracuse University; Robert Flagg, Syracuse's pioneer warehouseman; E. G. Mooney, Hartford, Conn., a past president of the Connecticut Warehousemen's Association; Howard A. Pruyn, South Bend, Ind., and Mr. Spear, Mr. Crottsley, Mr. Godley and Mr. Richardson.

Dean Raper's theme was the warehouseman's part in America's distribution partnership in cooperation with manufacturers, carriers, retailers and consumers.

The *Merchandise Warehouseman*, the division's official organ, was discussed and suggestions were offered as to how it might be improved editorially.

the country," and upon their arrival in St. Paul, Minn., on Oct. 16, it became known that they had taken a poll on their special train, and that the poll showed that the majority of those who expressed an opinion believed that installment selling had been overdone, and that it could not continue at its present pace without danger to the country.

The bankers believed that installment selling—whether it could be controlled, and, if so, to what extent, and its future effect on American business—was one of the most important questions facing industrial leaders and the bankers themselves.

Some of the delegates were inclined to attribute a concurrent decline in the stock market to a fear that installment selling of merchandise had expanded in dangerous fashion, and that some sort of reckoning, especially in luxury lines, was inevitable.

Many of the bankers who attended the Los Angeles convention regretted that the association dealt so little with the problem.

It was disclosed at St. Paul that the association's policy committee submitted to the executive committee, two days after the convention adjourned, a report which said that installment buying had never been tested in a period of national depression, and that regulations which governed it should not be further relaxed.

Most of the delegates did not know of the report until it was published in the papers.

It is said that an exhaustive report on this problem had been prepared after
(Concluded on page 50)

Editorial Comment

The Star Preserved

FAMILIAR in the memory of schooldays is that old but surviving copy-book slogan, "Be sure you're right, then go ahead." Another may be recalled—"Hew to the line, let the chips fall where they may."

Distribution and Warehousing is going ahead with its Directory starring system. The line has been defined and there will be no deviation.

The annual Warehouse Directory will be published in January, and it is purposed to make the star after a company's listing in the 1927 book signifies that the information contained in that listing has been sworn to before a notary as being authentic, correct, up-to-date.

The Directory consultant—shipper and banker and warehouseman—will be informed, in the Directory itself, that the presence of the star after a company's listing in the 1927 book signifies that the information contained in that listing has been sworn to before a notary as being authentic, correct, up-to-date.

The star is so very much worth having that the consultant is apt to look askance at a listing that does not bear it.

If the very value of the star can be impressed to that extent upon the mind of the consultant, then the Directory will rank high in the estimation of Business America.

A Directory which contains misstatements, misrepresentations and errors is of no value to anyone.

Distribution and Warehousing is giving the industrial world constructive service when it broadcasts printed information founded on fact. The star is the symbol of such foundation on fact.

The same constructive service is being accorded the warehouse industry itself when a Directory is issued which sets forth authentic information.

Information contained in a listing *not* sworn to before a notary may be authentic or it may be either wilfully or unintentionally untrue. Who is going to know which? The consultant has no way of determining. But the consultant *does* have every reason to believe in the authenticity of information contained in a sworn-to listing. Such a listing, starred in the Directory, is apt to receive the consultant's preference when selection is made of companies with which

the consultant will transact business.

It is because *Distribution and Warehousing* owes it to the storage industry and to Business America to publish only an authentic Directory that the starring system was inaugurated, and it is why the starring system is being adhered to in connection with the 1927 edition of the book.

There can be no purpose in the use of the star unless the star is to have a worthwhile significance. At present the star possesses that worth-while significance. It is a symbol of authenticity, and it is purposed to keep it so.

To that end the cooperation of the warehouse industry is urged.

IT has been explained before, on these pages, how the warehouse company may make certain that its Directory listing will be starred, but the story bears reiterating because so many companies have sent in information that *is not going to be starred* in next year's book.

To all companies which have listings, either starred or unstarred, in the current 1926 Directory, copies of those listings have been sent, each pasted to a sheet of paper with sufficient marginal space for revision if any revision is necessary.

To all companies not listed in the 1926 book, Information sheets have been sent.

At the foot of each sheet containing the present listing, and at the foot of every Information Sheet, there is printed an affidavit form. By filling in this form with the necessary signatures, including a signature of the notary before whom the accompanying information is sworn, the warehouseman is assured that his 1927 Directory listing will be starred.

The listings are published without cost. Swearing to the information before a notary requires the expenditure of only a nominal sum and a few minutes' time on the part of the storage executive. In view of those two facts—and taking into consideration the potential effect of the star in the mind of the Directory consultant—it is beyond understanding why any live business man should for one moment hesitate on the question whether he thinks it worth while for his listing to be starred.

One would think that every warehouseman would be proud to have his listing starred in his industry's book that serves as a year-round reference volume consulted by shippers, bankers and his fellow executives. One would believe that every warehouseman would *insist* that his listing be starred—that he would hate to have the Directory go out across the country, and into the hands of Business America, without having taken advantage of the opportunity to tell the distributing and storing public, through the aid of the star, that the information in his listing is *fact*, so sworn to before a notary.

YET there are a number of warehousemen who have declined, for reasons of their own, to concede that the star has a value. Their listings are going to be published *without* the star. But their competitors in business in the same community have sworn to their information and those competitors' listings *will* be starred.

When a manufacturer consults next year's Directory, what is going to be his reaction when he comes across two company's listings—one starred because the information was sworn to, and the other unstarred because the company didn't care? Which company stands the better chance of getting that manufacturer's account? Such questions answer themselves!

It is not yet too late for any company to earn a star. A company which has sent in its information not sworn to before a notary, may have that information back for the asking, so that it may fill in the affidavit form, swear to it—and find its listing starred in the 1927 Directory.

"Let your affidavit earn a star!"

"It's the starred listing that gets the business!"

It's the starred listing that will get the business in 1927 in preference to the unstarred listing!

The Warehouse and a New Trend

EARLY in October announcement was made that Claffins, Inc., dry goods wholesalers, would discontinue its business and liquidate its affairs as of Nov. 30. The company has an outstanding cap-

ital stock of \$6,000,000, has been in existence longer than eighty years, and is the second largest firm of its kind in the country, ranking second only to Marshall Field & Co.

The Clafin management, in announcing voluntary liquidation, stated that "specialized competition" had rendered the business unprofitable. "Hand-to-mouth" buying was named as one item of difficulty, but only one. A careful survey of the dry goods wholesaling business for three years past has convinced the owners that such a wholesale house as theirs cannot exist and earn profits in the New York market in competition with concerns which specialize in various dry goods lines, which sell direct to the retailers and which lend themselves to quick turnover of goods. In other words, the huge organization of Clafins, Inc., located in that section of the city where its buildings stand, felt it could not earn profits in the face of decreased volume combined with the rising costs (for overhead largely) for shipping out "small lots of goods to retailers."

This liquidation in the dry goods field brings to mind an equally important one in the drug business

only a year ago. In August of 1925 Lehn & Fink, also of New York, voluntarily quit the wholesaling of drugs.

Theirs was the largest wholesale drug business in the country, with branches and traveling men in every section; with a reputation of long standing as the ideal "servicing wholesaler" in the field; priding themselves that their stock would supply the pharmacist with little-known and little-used drugs and chemicals. At the time of quitting the company announced that direct selling by manufacturers and price-slashing by jobbers were the two prevailing reasons. "We see no reason," their statement said, "for continuing in a business, with an annual turnover of many millions, when we cannot make a dime of net profits."

In the case of Lehn & Fink the stock of goods was quickly liquidated by private sale to competitors. The company had, however, gradually been enlarging its manufacturing interests. To these, thereupon, the management gave entire attention. The announcement of liquidation of wholesaling was followed within thirty days by announcement that Lehn & Fink had purchased "Hind's Honey & Al-

mond Cream" and allied products. In the year which has intervened the acquisition of other manufacturing lines has been observed.

THESE two important liquidations of wholesalers indicate a trend of the time. "Manufacturers are getting more and more into direct distribution," remarked a recent luncheon speaker who is president of a leading publishing house, "and the warehouse helps the trend."

It is not, of course, the belief of *Distribution and Warehousing* that wholesaling will disappear. It will not. There is, however, an unmistakable tendency, by those seeking national distribution, to assume that step of the marketing that lays down the goods at the retailer's door.

Call it "direct selling," speak of it as "eliminating the jobber," yet the department store boast in advertising that it "buys direct and saves the middleman's profit"—characterize it as you will, the tendency is upon us.

Into that tendency the public warehouse fits admirably. It is the tool ready for the hand of any manufacturer who wishes thus to spot his stock close to the market.

Testimony For and Against Motor Vehicle Regulation as Presented at Interstate Commerce Commission Hearings

At New York

AFTER some of the representatives of bus lines had testified at the New York City hearing, Thomas F. Barry, secretary of the National Team & Motor Truck Owners' Association and secretary of the Merchant Truckmen's Bureau of New York, opposed regulation of motor trucks on the theory that their chief function was to transport goods to and from terminals, not in competition with rail and water carriers.

Other witnesses declared that truck rates were often many times higher than those of the railroads, but that shippers were willing to pay the greater tariffs because of the specialized service afforded by the trucks.

Theodore D. Pratt, general manager of the Motor Truck Association of America, emphasized the flexible and speedy service of trucks, especially in fields in which the rail carriers were not interested, and declared it was against public policy to regulate such interstate transport.

The I. C. C. Hearings on Truck Regulation

IN recent issues of *Distribution and Warehousing* were presented the highlights of hearings held in various cities by the Interstate Commerce Commission in the Commission's inquiry on the problem of Federal regulation of motor vehicles engaged in interstate commerce on public highways.

This presentation is continued herewith this month—covering hearings held in late September and early October.

The Commission's final hearing was set to take place in Washington on Oct. 25 and a further story will be published in the December issue of *Distribution and Warehousing*.

"The carriage of passengers and freight by motor vehicles are two distinct things and should not be confused," Mr. Pratt added. "I should like to make clear that the service the motor trucks are rendering is not in competition with a similar service furnished by the railroads. The truck business is apparently a new mode of transportation, and while it has established itself as an economic necessity in the transportation field, it may still be regarded as in its infancy."

"The motor truck is furnishing a service that the railroads and express companies are not furnishing. It is primarily a short haul and an expedited door-to-door service. It is frequently an emergency service."

"The railroads are constantly contending that their short-haul service is the most costly part of the business because of the very large terminal expenses, and therefore they have made numerous attempts to curtail this service. Therefore they should do all they can to encourage the development of truck service

for handling short-haul business, instead of trying to put obstacles in the way.

"The only reasons why the business public has turned to the trucks for transportation are, first, it is economical service; second, because the railroads are not engaged in providing the same kind of service.

"The Commission should not recommend, nor should Congress pass a law, which would affect the flexibility of transporting goods by motor truck to and from large business centers. In times of congestion the railroads try to solve the problem by putting on embargoes, and, of course, that does not solve the problem, but actually aggravates it by stopping needed transportation."

Mr. Pratt believed that economic conditions would take care that the truck did not become a monopoly if unregulated.

W. H. Chandler, traffic manager of the Merchants' Association of New York, submitted on behalf that organization the following statement:

"In appearing before the Congressional committee, attention was called to a number of restrictions in the bill which were obviously unfair and which appeared to have been drawn for the purpose of strangling motor transportation. The legislation, as drawn, would jeopardize every dollar invested in motor truck transportation. It would impose obligations upon motor truck companies which would be difficult, if not impossible, for those companies to carry out.

"On page 8 of the bill, lines 7 to 12, respecting the application for a certificate by common carrier, the applicant would be required to serve a copy of such petition and notice of hearing by registered mail, or otherwise, upon any motor carrier and upon any railroad company operating into or through any point or city located on the proposed route of the applicant and upon any other parties which, in the opinion of the Board or Commission, should receive notice. It might also require the applicant to publish notice. This procedure is unheard of in any other form of transportation legislation, and is obviously unfair.

Other Criticisms

"On page 8 of the bill, lines 20 to 25, and on page 9, lines 1 to 3, it gives the railroad or any person the right to be a party in interest to the proceedings and to introduce testimony for or against the granting of a certificate of public convenience. It provides also that a motor carrier or any actual operation of a motor vehicle in interstate commerce at the time such application was made shall not be taken as *prima facie* evidence of the existence of public convenience and necessity.

"No such provision as this was written into the Interstate Commerce Act in 1887, and the effect of this language, if enacted into law, would jeopardize investments made in good faith by motor truck common carriers.

"Lines 13 to 19 on page 9 makes it plain that if the operation of motor

trucks in competition with rail carriers is likely to affect the rail carriers' revenue, consideration must be given by the regulating bodies to the necessity for rail carrier revenue without taking into consideration the public necessity and convenience in connection with the motor truck. In other words, the purport of the bill seems to have been very largely, if not entirely, the protection of railroad revenue rather than efficient, adequate and rapid transportation of commodities by an improved transportation machine. That legislation also provided that the regulating board or commission might restrict the motor truck companies in their operation by prohibiting them from picking up and delivering shipments which they transported.

"The Interstate Commerce Commission does not have the authority to exercise this right in the case of the two express companies doing the rail-express business in the United States. These companies may exercise their right to pick up and deliver or to refuse to do so without the Interstate Commerce Commission's intervention, unless some section of the Interstate Commerce Act is thereby violated, but the proposed legislation would give the Board or Commission issuing the certificate the right to impose any restrictions it might see fit at the time the application is granted, even without going into the merits of those restrictions. The legislation provided that certificates issued might be suspended or revoked at the pleasure of the Commission, thereby jeopardizing the money invested in such lines.

A "Vicious" Section

"One of the most vicious sections of the legislation was that of section 8 on page 11, which made it necessary for an operator of motor vehicles to file an application to increase or decrease the number of motor vehicles without giving any regard to the volume of business offering at the time. No such regulation is imposed upon rail carriers, and it would be unfair to them to impose such restrictions.

"Because of these unfair provisions and others which I have not named, the Merchants' Association opposed that legislation and filed with the Senate committee on interstate commerce a copy of a report made to the directors of the association by its transportation committee, which report was approved by the association and the recommendations adopted.

"The Merchants' Association approached the subject of motor truck regulation with an open mind. It has not expressed itself as being unfavorable to regulation provided, as stated in the report, that the legislation be constructive, fitting the needs of the situation, and not having a tendency to impose undue burdens.

"So far as the Merchants' Association has been able to determine, there is no call in this section for Federal regulation of motor trucks, neither of their practices nor of their rates. If shippers will exercise the same precaution in determining the responsibility of motor

truck companies as they exercise in determining the responsibility of a customer to whom they extend credit, the irresponsible truckman will soon disappear."

Among those who represented the household goods branch of the industry at the New York hearing are Ernest H. Milligan, president of the New York Furniture Warehousemen's Association, and John G. Neeser and Herbert N. Bragg, of the same organization, and Buell G. Miller, Philadelphia, of the Pennsylvania Furniture Warehousemen's Association.

At Asheville, N. C.

EARLY in the hearing at Asheville, N. C., opinion was expressed by Lester Hooker, a member of the Virginia State Corporation Commission, that regulation of motor trucks should be of State character in so far as possible.

"Since the adoption of the motor vehicle law in Virginia, placing the regulation and control of motor transportation under the jurisdiction of the State Corporation Commission," Mr. Hooker said, "it has been the purpose of the Commission to regulate this utility in keeping with the public convenience and necessity. It took time and patience to transform an unregulated and more or less unreliable transportation into a dependable system of public service, such as is now being conducted by the motor carriers in Virginia.

"In passing upon applications for certificates of public convenience and necessity, the Commission has had to deal very largely with local problems, ascertaining from the evidence in each and every case the public convenience and necessity for the service in the territory sought to be served, the character of service to be rendered, the dependability of the applicant and his ability to furnish such service as to meet the present and future demands of that territory.

"The motor carrier is essentially a local utility. The very great majority of these operations are small short-line operations and are wholly within the State, and those extending beyond the State line, the greater part of such operations, as a rule, are in the State.

"Prior to the United States Court passing upon the question of interstate operation, the Virginia Commission had not issued any certificates for interstate operation only, but had granted all certificates to the State line. Since that time it has granted quite a number of interstate certificates, the most of which serve territory already being served by intrastate certificates. It is further noted that with but a few exceptions the greater percentage of the mileage of these interstate operations are within the State.

"It is manifest that proper regulation is in the interest of the motor carriers as well as the public. We have no set policy by which we decide these matters where a conflict arises, but decide each such case from the evidence presented before us.

"It is our opinion that State authori-

ties, so far as is possible, should be permitted to regulate that portion of interstate operations within each respective State."

Representatives of short-line railroads gave testimony. Lewis Sanders, receiver of the Gainesville & Northwestern, said he was against throwing obstacles in the way of truck and bus development, but he believed motor vehicles should be "deprived of artificial advantages and the railroads relieved of artificial restrictions in meeting their competition." He offered the following suggestions "for discussion as to a moderate system of regulation and supervision of motor trucks and buses, and certain relief that should be afforded the railways" to permit the latter to meet the competition:

"A. All bus and truck lines to give adequate surety bonds to cover possible injuries to person or goods. Object: to give the public the same protection they enjoy from the railroads and to prevent the motor vehicles enjoying an artificial advantage over the railways. The railways have adequate surety posted in the form of their large investments. Even such a meager little road as ours shows an investment of \$1,000,000, while our bus competitor has \$5,000 invested and probably much less, on account of buying on time payments.

"B. Motor truck and bus lines to be taxed an amount that will represent their fair share of highway expense, including not only maintenance but interest and amortization as well. Object: that they shall not enjoy a free use of a roadbed constructed with taxes obtained from the public and to which the railroads contribute enormous sums. Those using a bus or truck should pay the actual cost of the service and not be in enjoyment of a subsidy from their fellow taxpayers. Probably most readily accomplished by means of a special gasoline tax on such vehicles, or a mileage tax.

Would Protect Public

"C. Those establishing bus or truck lines to give proper surety for continuity of service for a reasonable number of years. Object: to give the public the same protection it enjoys in the continuity of railroad service, which protects a man against building up his home or business in dependence on a transportation service which would ruin him if it ceased operations. To protect railroads against experimental raids on their traffic by people who assume no responsibility for replacing and continuing the business they seek to draw from the railroads and through this to protect the public from having its permanent transportation system injured without obtaining an equivalent in return.

"D. Where a schedule of rates has been established by a bus or truck line, to prohibit their raising such rates without a hearing before a proper commission. Object: to prevent raids on railroad business through the medium of unprofitably low rates which are gradually raised after the business has been diverted.

"E. That where passenger traffic

proves insufficient to adequately support both bus and rail service, then the community served be forced to decide which service it elects to have, and the one decided against be ordered to cease business. If the community refuse to decide, the railroad to have the privilege of discontinuing the passenger service affected.

Equalization Urged

"F. That railroads be accorded the privilege of operating trucks and buses under exactly the same terms and conditions as any other operators. The rail transportation system should be able to furnish such service to better advantage than isolated small groups. It seems unsound to place artificial restrictions on the carriers that are not placed on others, as if one serves the public interest when applied to a carrier's operations it must do so when applied to an individual fleet of buses or trucks, and there is no reason, other than the public interest, for hampering one or freeing the other.

"G. That short and branch lines be allowed to use light gas car equipment where needed to meet motor competition.

"H. That railroads having to meet motor competition be allowed, for their self-propelled cars, to establish rates of fare below that of their steam trains, without affecting their general rate structure, and that for freight handled on self-propelled cars they be allowed to establish special rates above or below the regular rates without affecting the latter. The higher rates being for special expedited delivery equal to motor truck.

"I. That railroads, for their self-propelled cars, be allowed to establish trial schedules to determine what schedules will develop business, and that such schedules may be changed and service reduced without the need of a public hearing. Such trial schedules must be in effect not less than three months and not longer than one year; after a year they are to be subject to the ordinary procedure.

"J. That railroads, for self-propelled cars having runs of four hours or less, be relieved of the necessity of providing ice water and toilets. The public has proved by its deliberate use of buses, that provide neither of these, when rail routes providing both were available, that these items are not only not a necessity with the public, but are not even a weighty consideration."

Regarding truck operation in North Carolina, R. O. Self, secretary of that State's Corporation Commission, said:

"On Aug. 14, 1926, 17 express or freight certificates were outstanding, and under these there were being operated 83 trucks on 1756 miles of road. Of these operations, 945 miles parallel the Southern Railway and associated lines; 214 miles parallel the Seaboard Air Line; 242 miles parallel the Atlantic Coast Line; 245 miles parallel the Norfolk Southern, and 50 miles parallel miscellaneous lines, making a total of 1696 miles paralleling rail lines or operating between points common to both.

"In this connection I may state that we have 33,661 trucks operating within the State transporting property either for their owners or under private contract; and under our law there is nothing to prevent these from exercising every privilege of a property carrier under the bus law, except that of advertising regular schedules and publishing tariffs. One property carrier handled 2842 tons over a twelve-month period, July 1, 1925, to June 30, 1926. The average haul was 45 miles. Another property carrier handled between Jan. 1 and June 30, 1926, 2398 tons of freight and express. The average haul of this tonnage did not exceed 55 miles; the longest haul was 123 miles. From a rough estimate, it appears that the tonnage carried by trucks operating under the law did not exceed 15,000 tons. Each carrier transports less than hundredweight packages at package rates, which is not included in the above tonnage. The total revenue of such carriers for the fiscal year ended June 30, 1926, was \$122,568.97. Because of the package revenue being included in this amount, the average revenue per ton cannot be estimated. The six per cent tax from such companies was \$7,353.14.

"Seven freight and express carriers operate interstate, daily except Sunday. Six of these carriers are exclusively interstate."

At Dallas

ONE of the witnesses testifying at the hearing held in Dallas, Tex., is William I. Ford, president of the Inter-State Forwarding Co. of that city and a vice-president of the National Furniture Warehousemen's Association. Mr. Ford presented the following:

"This is a statement of per cent of tonnage moved by motor truck out of our warehouse, the Inter-State Forwarding Co., at Dallas, over a given period of a year, and is comparative tonnage moved by other means during the same period.

"The warehouse stores the account of over 200 manufacturers who ship into the warehouse by carload and distribute by L. C. L. to jobbers in Dallas and Dallas territory; a portion also goes to retail dealers.

"Of the total tonnage moved from the warehouse to territory surrounding Dallas, as follows:

"2.12 per cent moves American Railway Express.

"12.90 per cent moves by electric.

"12.72 per cent moves by motor truck.

"72.25 per cent moves by railroads.

"These are common carrier motor trucks making regular trips to and from our warehouse to cities in Dallas territory.

"A further analysis of shipments out of the warehouse, the different zones, shows the following result:

"In a zone of 100 miles surrounding Dallas:

"40 per cent of the tonnage moves by electric lines.

"40 per cent of the tonnage moves by motor truck.

"20 per cent of the tonnage moves by railroads.

"A further analysis shows that in the 50-mile zone surrounding Dallas, goods moving in this zone from warehouse:

"15 per cent moves by railroads.

"85 per cent moves by motor and electric lines.

"Of the 85 per cent moved by motor truck and electric lines, it is a 50-50 proposition between them, that is, one-half is moved by motor truck and one-half by interurban electric line."

J. C. Sanders, of the Texas Motor & Team Pullers' Association, with which many Texan warehouse companies are identified, said that neither State nor interstate regulation of motor vehicle common carriers would solve the problem in Texas for the reason that fewer than 2 per cent of the trucks were operating as common carriers on regular schedules, the other vehicles being private contract carriers.

Some Shippers' Opinions

J. K. Moore, traffic manager of the transportation department of the Chamber of Commerce in Dallas, testified that he had sent questionnaires to 79 local shippers. He received 49 replies, and these he summarized as follows:

"Seven reported making shipments by truck in interstate commerce, 37 answered in the negative, and five failed to answer. Forty-five reported making shipments in intrastate commerce, one reported in the negative, and three failed to report. Thirty reported shipments were made by truck because of better time; one reported in the negative, 18 made no answer. Eight reported shipments were made by trucks on account of lower rates; six reported in the negative and 35 made no answer. Forty-one reported shipments were made by truck at request of customers, one reported in the negative, and seven made no answer. Eighteen reported rates by truck were about the same as by rail. One reported same to 10 per cent higher. Twelve reported lower, three reported same or higher. Three reported higher. One reported same or lower. Nine did not answer. Forty-two responded service via motor trucks was better. Seven made no answer. Twenty-five reported about the same packing requirements by truck as by rail. Ten reported less packing required by trucks. Five reported no packing required by truck. Nine made no answer. Twelve reported later receiving hours via trucks. Eight reported about the same receiving hours. Eleven reported better receiving hours. Eight reported no special receiving hours. Ten made no answer.

"Relating to the distances shipments are moved via truck lines, two reported from 10 to 300 miles. One from 10 to 200 miles. Six from 10 to 150 miles. Two from 10 to 125 miles. Fourteen from 10 to 100 miles. One from 10 to 80 miles. Six from 10 to 75 miles. Two from 10 to 60 miles. Five from 10 to 50 miles. Two from 10 to 35 miles. Two reported an average of 50 miles. One reported an average of 30 miles. Five made no answer.

"As to the approximate per cent of L. C. L. shipments, in point of tonnage forwarded via motor truck, 17 reported very small per cent or under 5 per cent. Six reported 5 per cent. One, 6 per cent. Three, 10 per cent. One, 12½ per cent. Three, 15 per cent. Three, 20 per cent. Two, 25 per cent. One, 30 per cent. Three, 50 per cent. One, 90 per cent. Eight made no answer.

"Thirty-six reported truck transportation increasing. Six reported at a standstill. Two reported decreasing. Five made no answer.

"Twenty-eight reported truck service satisfactory without qualification. Eight reported truck service satisfactory with certain qualifications, usually that truck service via the regular established lines was satisfactory, but via the smaller lines not satisfactory. Five reported not satisfactory. Eight made no answer.

"Eleven reported motor truck transportation had enabled them to extend their business into new territories. Thirty-three reported in the negative. Five made no answer.

"Thirty reported that there is a field for further expansion of motor truck service. Five reported in the negative. Ten made no answer.

"Thirty-six reported they knew of no discrimination. Six reported in the affirmative, usually stating rates were cut by truck lines. Seven made no answer.

"Twenty-three stated they believed there is a present necessity for regulation of motor trucks in interstate commerce. Eight reported in the negative. Eighteen made no answer.

"Twenty-four reported in favor of State regulation of motor busses in intrastate commerce. Four answered in the negative and 21 made no answer."

C. E. Gilmore, chairman of the State Railroad Commission, said there was no State law directly regulating motor vehicles, but that the State's Attorney-General had interpreted the existing statute—with respect to the Commission's jurisdiction—to mean that the Commission had supervision of motor carriers handling express. He thought that at the next session of the State Legislature a law of regulatory character might be enacted.

More Railroad Testimony

On behalf of the Missouri Pacific, testified that from 98 motor truck stations along the railroad's route in Texas, 475 trucks were operating in daily service, handling freight for distances estimated as ranging from five to 300 miles, the truck capacities scaling from 1 to 3½ tons. He said further:

"It is an astonishing fact that many of the one-ton Ford trucks, being equipped with trailers, will frequently carry many times their rated capacity. As a specific instance, I saw in Houston just the other day a Ford truck with trailer attached loaded with cotton coming in from a country point and bringing this cotton to ship-side at Houston. This truck and trailer had 20 bales of cotton, 10 on the truck and 10 on the trailer. This would be two and one-half

times the normal capacity of the truck, as the bale of cotton weighs approximately 500 pounds. Another instance of remarkable loading, which I think might be mentioned in this connection, is in the passenger service. I have seen many times Ford trucks with specially prepared bodies loaded with from 20 to 30 people, moving northward out of Laredo. This movement was for the transportation of Mexican labor to points principally in Texas, but it is known that such trucks have carried Mexicans into States beyond the border of Texas. This labor movement occurs at certain seasons of the year, and I have even seen ordinary Ford touring cars carrying Mexicans, not only in the tonneau, but on the running board and on the fenders. But this is a slight digression from my discussion of the freight traffic.

Jobbers' Own Deliveries

"My work with the Missouri Pacific lines is that of soliciting business. In discharging my duties I am frequently called upon to visit the principal points on our lines which produce business. It can be stated as beyond doubt that the rail carriers have lost probably, without hope of redemption, the great bulk of L. C. L. freight, moving over distances less than 100 miles. That this loss ratio will constantly increase cannot be doubted when we take into account the progressive construction of paved highways and the normal tendency of this character of business to seek what is undoubtedly a more elastic method of handling.

"I am acquainted with practically everyone of the principal jobbers and wholesalers on our lines. A very considerable number of these wholesalers and jobbers have, during the last two or three years, purchased their own trucks and make their own delivery from warehouse to store over distances ranging from 5 to 50 miles. At least an equal number, however, are utilizing motor truck transportation offered by public carriers. A prominent wholesaler in Austin, whose name I can give if essential, just recently told me when I was soliciting his business that he had not shipped a pound of L. C. L. freight within the past four or five years by railroad, and he told me that he had been using, and was then using for all such business, public motor truck carriers. He stated that railroads could not give the service that the motor trucks give, that we only operate local service three times per week. He said: 'For instance, your local leaves southbound 7 a. m. tomorrow. I get an order from a merchant at Buda, 17 miles south, at 3 p. m. by telephone. I cannot pack that order and get it ready for shipment in time to get it to your depot by 4.30 p. m., your closing time. I take it down some time tomorrow. Then it does not leave until the third day and the merchant has to call at your depot to get it late the afternoon of the third day, if you have unloaded the car, and most frequently it is the fourth morning before he gets

(Concluded on page 50)



"Some smart chemist has mixed up a magnetized compound that they spread on my tires. It draws nails out of a barn door three blocks away"

The Trials and Tribulations of a Scribe in the Procurement of:

The News of the Warehouse Industry

*Being the Lugubrious Account of a Correspondent's Efforts to Induce:
First, Storage Executives to Divulge Information, and
Second, the Editor to Publish the Little That is Obtained.*

By R. A. SULLIVAN

New Orleans Correspondent of "Distribution and Warehousing"

Sketches by S. A. Wood

IF I'm going to get anything in the next issue of *Distribution and Warehousing* I'll have to be writing it, but what are you going to do when you haven't got anything to write? This sure is one fine line of business I picked out for myself. Here you go picking up nails and spikes and things all over town and spending your money for vulcanizing and new tubes so you can go out to get things to write about, and then the warehousemen and the storage and moving men hold out on you.

"Well, Mr. Gannett, how's everything?"

"Aw, all right. And you?"

"All right, I guess. What's new at the old Standard Warehouse?"

"Aw, nothing new around here. Same old thing."

"Got any new machinery?"

"Aw, just a little jigger to hoist things."

"What is it?"

"Aw, it's just a kind of a pulley."

There you are. Wet blanket everywhere.

Wish I was an editor, sitting in a nice, cool office, with

an electric fan blowing on me, and exercising my prerogative or whatever it is they exercise when they commit mayhem on a man's article after he's gone all over town picking up nails and spikes and things and spending money for vulcanizing and new tubes.

I'd think of those things, if I was an editor, and I'd give a correspondent a chance to make a decent living. You don't catch those editors worrying. Correspondents can go on through life blowing out tire and tube after tire and tube, and little they care.

It's appalling, when you think about it. All over the country a vast army of intelligent young men are wearing out tubes just to get things to satisfy the jaded mental appetite of a lot of editors.

And then you come up to Mr. Weil over at the Douglas Public Service Corporation. Does Mr. Weil open up with a good story? Yes, he does! He doesn't care how many tubes you blow out getting to his place just to give him nation-wide publicity. Great big place like that ought to dig up a dozen stories a month. They need a press

"All you need is
a building to put
things in, and
something to put"



agent, that's what they need. They ought to have a bright young man like me up there to meet correspondents and see that they get plenty of stories about the plant. I'd

even write the stories and mail it in to the correspondents so they wouldn't be getting blow-outs going around looking for things to write about. But they don't care.

SURE is a fine, sloppy day to go around in the rain. You'd think, to hear these warehousemen talk, that there are things going on that they don't want printed. Wish I owned a warehouse. There's nothing to the business. They try to tell me that a man has to know his groceries. I think they just say that to discourage me from being a competitor.

All you need is a building to put things in and something to put. Simplest thing in the world. Then you put your office away upstairs somewhere in a funny corner and make correspondents ruin their tires getting to your place, and make them wear their feet down to the bone climbing stairs, and when they do find you, all you have to do is say there's nothing new around here and that you wish you'd never gone into the warehouse business.

They all make that kind of a crack, and I know they make so much money they don't know what to do with it. Rain, rain, rain! I bet old John D. is tickled pink every time it rains like this, thinking how smart he was to have something saved up for this kind of a day, while us poor correspondents are out running up mileage, looking for things to write about. There he sits, rubbing his hands, all pleased with himself because he's had the luck to save his money for a rainy day. Luck, that's all it is.

I'd rather be lucky than to be a good correspondent.

You'd think the Interstate Commerce Commission sits up nights thinking up ways to trick warehousemen—to hear them talk. They know I can't print that kind of stuff, because it would be a knock on the town. Some of these days I'm going to cut loose and tell how rotten these New Orleans warehousemen say business is, even if the town does get a black eye.

What does the town do for me, anyhow? Takes my taxes. Every time I buy gasoline, it's right there with its old hand out, to snatch some pennies. What does it do with these pennies, I'd like to know? Lets a lot of hoodlums put spikes and pieces of rip saws around on the streets, so that when a correspondent goes out to find something to write about and earn some money to pay his taxes with, all he gets is a bunch of punctures.

When you tell these warehouse birds about the high cost of getting a story, they just laugh at you. So do the editors. They've got a nastier laugh than the warehousemen.

Then you go down to the Riverside Warehouse. What does Mr. Peyrefitte say? Why, you'd think everybody in the world had quit drinking coffee and that the importers had all gone out of business. I know I pay enough for coffee, and I have it three times a day with

meals and several cups in between meals, and I know a lot of other people who do the same. But to hear him talk, you'd think he hadn't had a bag of coffee to put in storage or to haul for the past fifteen years.

I HAVE a plan under discussion now that I hope will relieve me of the wear and tear on tires and tubes, and will make me rich and famous at the same time. I want the Association of Commerce or somebody to start a Beautiful Men's Bathing Contest. After I win this contest I'll go to New York and hunt up a knitting mill, and let them put out the Sullivan Bathing Suit. Then I'll permit some big cigar manufacturer to put out the Sullivan Perfect Form Cigar. I'll go right on up and down the line, flooding the country with The Sullivan This and The Sullivan That, and the Mr. American Other. Then I'll come on home and lie in a hammock and hire a bright young man to see to it that I get my royalties regularly. I wouldn't care how many hammock chains I wear out either.

If I was rich and famous, I bet I wouldn't have any trouble getting warehousemen to give me data for articles. The way these fellows talk you'd think nobody has a tough time but them.

There's William Gallagher. After I drove all the way over there, what do you suppose he told me? Why, he told



Mr. Sullivan's idea of a typical interview between a warehouse executive and a correspondent

me that this is the moving season. I knew that. Do you think he would be tricked into saying something that I could put in the paper? Not Mr. Gallagher! He told me how many trucks he has, and how busy they are, and all that sort of thing, but never a word that I can use in an article.

Same way over at the O. K. Storage & Transfer Co. Drove all the way over there, and this is what happened after I caught George Butler in:

"Well, how's everything?" asked Mr. Butler.

"All right. What do you know?"

"I don't know anything. What do you know?"

See how it is? They won't come right out in the open with a plain and simple statement. Nothing tangible that you can hang a story on.

Mr. Butler did let an idea out, though. He said that the annual moving day is a survival of the old nomad spirit, or something that has endured since early civilization. As he explains his theory, man originally liked to tear around from place to place to keep out of the way of winter. They'd go trekking off down the valley and up over mountains, and they'd unpack and live here awhile and move on to live there awhile. The way he tells it you could see those hairy old fellows in their leopard skin Kollege Kuts pack up their truck and hand it to the wife, with orders to be ten miles further south by night, while they went out and shot some game with their bows and arrows.

Then, after awhile, the Parisian costumers decided it wasn't nice to go around dressed like that, and then some fool started a bank, and a lot of other idiots built a town and lived in it because some other buffoon wrote a book and said that you don't get anywhere by fanning all over Creation. Get settled, young man, and be responsible!

So the human race got started on a spree of tilling and planting, and then it couldn't stop, and has lacked the courage or the will power to try to stop it, and has been at it ever since—building towns and being responsible for this or that.

This is Mr. Butler's idea, and I agree with him. I don't think there is much hope for a race that was getting along all right until they deliberately set about to make trouble for themselves. They

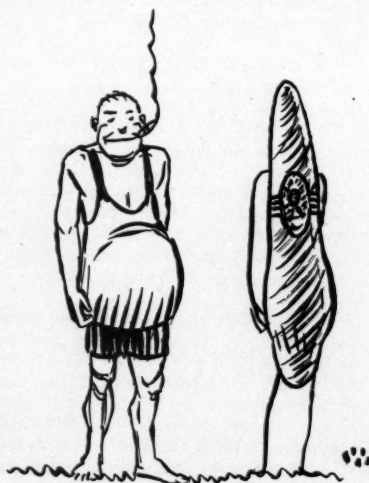
tricked themselves ages and ages ago, and just to look at them, you'd think they were satisfied. But if you watch closely and study them, you can see they are not satisfied, never have been and never will be. They want to go to places and see things. They have always been that way and they always will be.

Take it over in this country, when people found out there was plenty of land on the other side of the Missouri River. What did they do? They packed up their things and started off over the valleys and across the mountains and deserts and forded streams in a caravan of covered wagons. That must have been a pretty sight, all those wagons strung out as far as you could see. The theory was that they were seeking homes. That's what the boys used to say away back yonder when they wore leopard skin four-pluses.

After awhile all the big places were taken, and then covered wagons went out of style. The railroads and stage coaches took a try. And later they invented automobiles. Still the people like to roam around. Some of 'em got tricked so they can't leave home. But the urge to travel, or whatever it is, is with them yet. So they do the next best thing, and move from one neighborhood to another every year.

That's Mr. Butler's idea of the annual moving day, and it looks like it has possibilities for a story.

BUT I know and you know what will happen just as soon as I start to write this story. I'll get about two paragraphs under way and then find out that I need some facts that none of the books I own has ever heard about. When I'm in a pinch for facts, I never saw such a bunch of dumb authors as I keep pampered in my nice glass-enclosed bookcases. Never know a thing that you ask them about. If one of them poses as an authority on a subject, and you try to pin him down, he'll get all evasive—just like a warehouseman when you try to worm a story out of him!



The artist's idea of Mr. Sullivan and the Sullivan Perfect Form Cigar



Mr. Sullivan's idea of a magazine editor committing assault on a correspondent's article

So, when I find I need some facts, I'll have to drive down to the public library, and pick up a lot of nails and spikes and then drive back home and pick up more, and pay for a great deal of vulcanizing, or maybe have to buy a couple of new tubes. Then, after I work my head off writing the story, and send it in, the editor will get busy and start working his prerogative overtime, and instead of the check that I ought to get, it'll be about two dollars and a half for the few sticks of type the editor lets get by, the dumb dora.

Do you know what I think? I think some smart chemist has mixed up a magnetized compound that they spread on tires, and they put it on so thick that it will draw nails out of a barn door three blocks away. What chance has a correspondent against such odds?

I've got something to kick about, but there's nothing the matter with the warehouse business or the moving or storage business but the imagination of the people that run that kind of places.

Take a moving and storage man. When business is dull, he kicks. When the moving season comes along, wafting great, staggering profits his way, he kicks. He thinks, or at least he says he thinks, that the annual moving season ought to be spread over the year instead of coming all in one or two weeks.

There's only one answer to that. First, they need a press agent. They need the best press agent in the world. After they hire me at a good round sum, I'll find a smart lawyer and he'll draw up a bill. Then I'll find a patriotic Representative and a patriotic Senator for this district, and tell them that when the Legislature meets at Baton Rouge, two years from now, they owe it to the voters who put them where they are to fight for the Anti-Moving-Day Bill. The bill would abolish the annual moving day and force real estate agents to scrap their present policy of making leases expire on Oct. 1. Nobody would kick about that, except maybe the real estate agents, but you can't please everybody.

The trouble is, the public won't have any respect for the moving men until they put over some oppressive legislation. Every trade does it.

Remember how it was back in the old days, when you could walk into a place and buy a glass of beer for a nickel and stroll over to the free lunch—with your

beer in your hand, to prove you had the right to be there—and eat and eat and eat? What happened? Why, the saloon men put over a law to prohibit free lunches. Right away the people set up a howl. They always do, but they get over it. They have forgotten all about that law now, and to hear them rave about demanding the saloons back, you'd think that the barkeepers never did them a wrong in their lives.

That's what the moving men ought to do—they ought to have a law passed. They ought to hire me to be their press agent at a good round sum.

I used to be a press agent. I was a press agent for a lot of things. The last time I was a press agent, it was for a carnival company. They had a lot of little tents in a row just before you got out into the main part of the Midway. Each of these little tents had a small counter with a wheel, and the wheel

revolved and stopped somewhere in a circle of nails. There were watches and ten-dollar bills between the nails. You paid your money, and the man behind the counter spun the wheel. You paid some more money, and the wheel spun again. Other people, standing right next to you, would pay some money, and the wheel would spin and they would win.

But you never won. After awhile you bet and bet and bet, and began to get mad, and the man behind the counter would keep watching you, and just about the time you'd decided you didn't have a chance, and would begin to get ugly—whiz! That would be a little curtain that the man behind the counter would yank down in front of your face, and by the time you got the curtain up, and looked inside, the little tent would be empty, and the man would be gone through a hole in the back and over the fair ground fence and far away.

Then you'd kick to the police and the police would take your name, and you'd want a piece in the paper about this crooked outfit—and right there is where I did my stuff. As press agent for the show, it was my job to keep things out of the paper instead, as you fondly believed, to get things in the paper.

THAT'S why I think I'd be a good warehouseman or a good storage and moving man. I know how to keep things out of print when correspondents come around looking for news!

Do you know what I'd do if I were an editor, and a correspondent sent this story in to me? I'd remember about the tubes and tires and joy of life the correspondent wore out getting the facts that you find here, and I'd lay my prerogative aside. Not only that, I'd print the story. In addition to that, I'd send him a check for \$500 or \$600.

The New American Tempo

Industry Altered

THE quickened American tempo—have you caught it? In this remarkable article Robert R. Updegraff tells what it is and how it is revolutionizing business methods in this country. The factors, as he sees it, are five in number—invention, transportation, picturization, the World War and avail-

ability—and all have their effect on distribution.

To understand the *why* of the new American tempo, the author points out, is "to be able better to recognize—and even to anticipate—further changes, and to gage their probable effect on any given business. This gaging is likely to

be the big problem of the future, both in manufacturing and marketing."

Mr. Updegraff is identified with Ray D. Lillibridge Incorporation, New York, a national advertising agency. His article is reprinted here by permission from *Advertising & Selling*.

By ROBERT R. UPDEGRAFF

SINCE 1900 something has happened to America. Something that is beginning to interest—and in some cases alarm—business men, even those who are not ordinarily concerned with changes or "trends" but have always been content to think within the restricted circle of their own small enterprises, or at most within the circle of the community or the industry of which they are a part.

Not that these men have broadened appreciably; they are becoming interested through concern: what might this something that has happened to America do to them?

The most casual skimming of the pages of the first volume of Mark Sullivan's new book, "Our Times," brings

out sharply the changes that have taken place in America since 1900. Page 375 may be taken as a symbol. On this page two pictures—one of Fifth Avenue, New York, in 1900: an avenue filled with horse-drawn vehicles—and a solitary automobile. The other of Fifth Avenue in 1924: an avenue filled with motor vehicles—and a solitary horse!

It is not the *fact* so much as the *speed* with which this startling change has come about that is significant. It is illustrative of the something that has happened to America since 1900. That something is a *complete change in tempo*.

This it is that is beginning to interest all thoughtful business men, and to concern not a few. In the last

century the business man had to reckon with materials, machinery, processes, labor, capital, and the competition of his fellows in the market. Over a period of years almost any normally intelligent and aggressive man could hope to build a substantial business if he went about it with singleness of purpose and was able to convince the local bankers of his integrity.

Today a new factor—the new American tempo—changes

the whole problem of building a successful business. Materials, machinery, processes, labor, capital, and the competition of other men in the same business are beginning to be almost secondary to it, as an increasing number of business men in widely separated fields are discovering to their sorrow or delight, depending on whether they have missed this tempo or caught it and synchronized their enterprises with it.

THE new American tempo is manifesting itself in a number of interesting ways:

First, in the public's disconcerting willingness to turn its back on established institutions, products, methods, ideas, as evidenced by the rusting rails of hundreds of abandoned trolley lines; by the difficulty a woman with long hair has experienced for the past two years in finding a hat large enough to fit her head; by the ruthless wiping out of denominational lines and the establishment of broad "community" churches; and by the fact that the only thing that saved the great solidly entrenched phonograph industry was the timely introduction of a new and vastly superior machine built on a new principle.

Next, in the public's promptness, amounting almost to aggressiveness, in accepting new products, new methods, institutions and ideas. Witness radio, balloon tires, the metropolitan tabloid pictorial newspapers, the Chrysler car, the bootlegger, Duco finish, electric refrigeration, pale ginger ale, National Cash Register stock—not to comment on the celerity with which the nation accepted its newly created bad breath!

Continuing: in the amazing frankness with which the public will now permit itself to be addressed. Some of the so-called "personal hygiene" copy now running in our periodicals would have been unthinkable in 1900, no matter how discreetly handled, even in the editorial columns. The christening of "Mum" was an inspiration in its day, and about as far as public taste could safely be tested; today there seems no objection to dealing with spades as spades, if and only provided you say what you have to say *nicely*, and illustrate it with sufficient charm and sophistication.

Finally, in the promptness with which the public becomes accustomed to the new. So fast is the tempo of America today, that such innovations as four-wheel brakes, the stepped-back skyscraper, cooperative apartments, symphony concerts through the ether, installment buying, the Air Mail, process colors on the cover of the *Post*, the oil burner, and a score more modern developments, lose their novelty so fast, and are accepted with such utter matter-of-factness, as to take away the breath of the older generation of business men.

OF course, the men who are in the throes of promoting some of these things feel that they are having a long, hard fight; but that is only because they are so close to it. When they look back a few years from now and compare their fight with the fight it took to promote

some of the earlier developments—the electric light, for example—they will discover how amazingly our national tempo has become accelerated in the past few years.

If this new American tempo were merely an academic consideration there would be little excuse for this article; but it is a tremendously practical reality and a business factor that will probably make the next crop of millionaires—and set up the next row of headstones in the graveyard of business. It is so swift and so much a problem that, consciously or unconsciously, many of the leading banks are more worried about it today than they are about the tangible assets of a business or the "character" of its responsible executives. This month's financial statement and the integrity of the borrower have begun to be almost less of a banking hazard than whether the man at the head of the business can accurately judge the American tempo, and tell what direction public interest is likely to take.

This applies to public tastes, to manufacturing processes, and to marketing methods. Only recently, in addressing the Uptown Bankers of New York, O. H. Cheney, vice-president of the American Exchange-Pacific National Bank said:

"Our knowledge of our distribution system as a whole is to a vital degree antiquated, and it is that because changes have been coming so radically and so rapidly. This is a machine age, and we have come to picture distribution also as a machine. Such is not the case, and as long as we think of it in mechanical terms we shall fail to understand it. It is a living thing—a growing thing—hungry, active, restless, ever-changing. It has not even definite parts with definite functions. Any part can attempt to assume any function, and protest meetings, law-suits, Government commission investigations, municipal ordinances and Federal legislation can be of little use. The functions of the retailer, the wholesaler and the manufacturer are not included in the Ten Commandments of the Constitution of the United States. If a retailer wants to assume some functions of the wholesaler, if a wholesaler wants to assume some functions of the manufacturer or if a manufacturer wants to assume some functions of a retailer, there is no law which can stop him except the inexorable economic laws of efficiency and profit."

Scores of business men who five or ten years ago faced no problems outside of their plants and offices are today secretly or openly worried for fear some-

thing will happen suddenly—another invention like radio, another craze like bobbed hair, another development like the auto bus, another national upheaval like prohibition—that will wipe out or seriously cripple their businesses, make costly machinery useless, or destroy the monopoly of some pet patent, without giving them time to turn around.

On the other hand, a new crop of business geniuses has sprung up—men who, with nothing much to lose and everything to gain, have caught the new tempo, jumped in at the right time to capitalize the swing to Florida, the acceptance of radio, the short skirt, the six-cylinder complex, the lure of the lurid in literature, the breaking down of the prejudice against Sunday amusements, the public's discovery that it could have its 1927 luxuries in 1925 on the installment plan.

OTHER developments are going to open up new markets with a speed that will prove fully as amazing. As pointed out by H. A. Haring in a recent issue of *Advertising & Selling*, the coming of electric refrigeration* is going to open new markets for perishables and semi-perishables in the South where refrigeration has been more or less a luxury in the past. The coming of oil burners† for home heating may very shortly revolutionize the cellar of the American home and make a whole new floor available for living, and in so doing create new or increased markets for furniture, amusement devices, work shop equipment, etc. Good roads are rapidly spreading the population over a greater area, automatically increasing the market for the automobile and all of its accessories, as well as creating new shopping centers.

And referring to shopping centers, here again we see the quickened tempo of America, again from a distribution angle. A few years ago, if a new home community began to build up, whether town, village, suburb, or city neighborhood, very gradually shops would open to supply the needs of the community as this man saw the opportunity for a grocery store, another figured he could make a living with a drug store, and so on, until, in the course of time, the community was completely served with needs and knick-knacks. Today the new community is likely to wake up most any morning to find that overnight it has acquired a fairly complete shopping

*See article on this subject by Mr. Haring in November, 1925, issue of "Distribution and Warehousing."

†See article on this subject by Mr. Haring in September, 1926, issue of "Distribution and Warehousing."

center—a grocery store, a meat market, a drug store, a cigar stand, a five-and-ten cent emporium, a candy shop, and even a branch bank—all links of great national or local chains, ready to do business on familiar principles in standardized establishments selling well-known merchandise. This is important both to the manufacturer and to the public forming these new communities.

WE will better understand what America's quickened tempo means, and how its influence may be anticipated, either for self-protection or for profit, if we examine briefly its underlying causes. They may be boiled down to a few terms:

Invention
Transportation
Picturization
The World War
Availability

Invention is responsible for radio, for mechanical refrigeration, for the oil burner, and for many other devices that are changing national habits of life and thought, and speeding up the national tempo.

There is no telling where invention will stop in any given field, and it is difficult to foretell in what direction it will lead next. But enough business men have lived to regret that they scoffed at the possibility of this or that invention hurting so well established a business as theirs that there is now no excuse for the man who ignores an invention which threatens to interfere seriously with his business. If he makes refrigerators, he may at least make them so that they will readily accommodate an electric or gas refrigerating unit. If he is in the steel or the aluminum business he may at least start his research department working on such a metal as Edward S. Jordan recently voiced a need for: "an aluminum alloy cheaper, lighter and better than steel"; or he may anticipate that such a metal may be developed and lay plans to protect his business in case it is. If he is a publisher he may at least keep a sharp eye on public tendencies and reactions and to them shape his publishing plans. If he is a manufacturer of parts or elements or fabricated material of any kind, he may at least avoid the fatal error of assuming that tomorrow's demand will be the same as today's.

Indeed he will, if he is wise, consider that he has certain equipment and certain skill to market, and study constantly to relate them to changing public needs and tastes. If he does not, he may some day find himself so far out of step with the American tempo as to be out of the running entirely!

Transportation — chiefly overland transportation by motor—has been a second important cause of the quickening of the American tempo. "Step on it" is more than motor slang; it is expressive of a new American attitude: have what you want, do what you want to do, be where you want to be—and without waiting.

The broad and rapid transmission of news and ideas has done its share to speed up American life, but it was not until picturization was added to speed and breadth that its full effect on the American tempo began to be realized. Picturization as furnished by the movies, by the picture newspapers, and by the weekly and monthly periodicals both of mass and class circulation.

When words were depended upon for telling the news and for registering ideas about life and people and events and merchandise, the public was slow to take up with the new; there are so few word-minded people. But with the movie news reels and the tabloid pictorials to show the news, and the movie plots and "sets" to show the back woods how the city lives, and the magazine and newspaper illustrations to show what the aggressive tenth of the population is doing and wearing and eating, an overnight response is not only possible but seemingly inevitable.

As Will Hays said recently in a talk at the New York Advertising Club:

"The head of the house sees a new kind of golf suit in the movies and he wants one. The housewife sees a lamp of a new design. Perhaps the whole family gets a new idea for redecorating and refurnishing the parlor and down they go to the dealers to ask for the new stuff.

"It was not long ago that a boy from any small Western town could be picked out the moment he walked on the campus of an Eastern university. Not now. And the girls who come East to school don't have to be taught anything about new styles, for they are getting their ideas from the same source as the Eastern girls—from the movies, many of which are shown in Indiana only a little later than on Broadway."

The World War was a tremendous factor in accelerating the American tempo. First it stretched people's minds to accommodate great new conceptions, and then it threw them into high gear and kept them running at a dizzy speed for two years—a jazz speed that is in no small degree responsible for the present tempo, for it has never slowed down to the pre-war speed.

Also, it was the World War that accelerated the manufacturing tempo of America: not merely the production rate, but the basic tempo of industry. Prior to the war a manufacturer made certain kinds of things in his factory. Over a period of years he might add other items, and even venture into new fields of manufacturing if he were more imaginative or inventive than his fellows. But with the coming of the War, stove factories were suddenly turned into ammunition factories, inland boiler foundries and bridge plants made ship plates, toilet goods laboratories made hospital supplies, and almost everybody ended by making something out of the usual. This experience opened men's minds to the fact that about the only limit to the flexibility of a factory, within the actual physical limitations of the plant and its equipment, was the owner's imagination. Presently billiard

table manufacturers were making phonographs; auto accessory plants were adding radio parts; gun factories were making hardware; and so on, all through industry. Today it is the exceptional business that hasn't some plan for a new product under consideration at least.

All of these influences—invention, transportation, picturization, the World War—would have less business significance and smaller possibilities from a marketing standpoint if it were not for the fifth factor—availability.

The increased—and increasing—availability of merchandise has materially accelerated the tempo of American merchandising, just as quantity production methods and the lesson of the War have accelerated the tempo of American manufacturing.

The chief factors that have brought this about are: the chain store, penetrating as it now does to the suburbs and the "sticks" with all kinds of merchandise; the metamorphosis of the drug store, adding evenings and Sundays to the availability of hundreds of items of merchandise, not only in shopping centers but in residential neighborhoods; the automobile, eliminating the distance between the home and stores of all kinds; house-to-house selling, carrying the merchandise right to the front or back door; magazine shopping services, bringing the avenue shops to the interior towns; and now, as pointed out by another writer in *Advertising & Selling*, the roadside gasoline station,* a new outlet for merchandise dotting the map of America perhaps more thickly than any other.

In addition to these physical factors influencing availability, there are the price and terms factors: the lower prices made possible by simplification and quantity production which have made six-cylinder cars and radio sets and toilet soaps and hundreds of other commodities and specialties available to lower salary stratas; and the deferred payment plan already referred to, which has still further increased immediate availability.

TO get these factors (and of course there are others such as the airplane and radio, which will come to mind readily enough) clearly organized in our minds is to see the *why* of the new American tempo. To understand the *why* is to be able better to recognize—and even to anticipate—further changes, and to gage their probable effect on any given business. This gaging is likely to be the big problem of the future, both in manufacturing and marketing.

Meanwhile there is one point to be borne constantly in mind: from a marketing standpoint the danger in trying to synchronize a business with the present American tempo lies in failing to realize that the public tempo of acceptance of a new idea is not necessarily the public tempo of purchase of the

*See H. A. Haring's article, "Why the Automotive Industry Needs the Public Warehouse for Distribution," in the September, 1926, issue of "Distribution and Warehousing."

product or service that idea represents. There is still the time element to be figured on, and the same old need for per-

sistent sales and advertising effort. The time element may have been shortened, but it has not been abolished as a mar-

keting factor; nor have the bumps and turnings been eliminated from the road to market.

Warren Transfer Co. 2½-Ton Truck Travels 11,504 Miles on \$10 for Repair Parts

By J. J. BERLINER,
Accountant and Auditor

THE Warren Transfer Co., Charlotte, N. C., does a general hauling and transfer business, handling anything that a railroad handles. The business was started in 1920 with one truck, which cost \$100. Unfortunately, a train hit it, but Mr. Warren was able to rebuild it. With the damage money that he received from the railroad he was able to trade in the truck for a 2½-ton Selden. Today the Warren company has about a dozen trucks ranging from two light delivery cars up to a 3½-ton, and will haul anything from one to five tons. The chief business is moving, packing and storing furniture, but the trucks are used also for picnics, ball games, church and Sunday outings, etc. The company gets its business through wide acquaintance in Charlotte and because of a reputation for carrying through difficult jobs.

The 2½-ton truck has a stake body with high sides and hauls furniture, machinery, groceries, dynamite—in fact, anything that a railroad will haul. It will pick up goods anywhere and haul them anywhere within a 150-mile radius. It averages 19 tons a day and 4000 pounds to the load. Probably the biggest load carried was 15 bales of cotton, weighing 500 pounds apiece, but this is unusual.

The truck averages 10 stops a day and is busy practically every day. It has not lost a single day for repairs.

To date the truck has run 11,504 miles, and there was never any need to touch the transmission, adjust the clutch, or reline the brakes. The total expense for repair parts has been only \$10. The company repairs its own trucks and even builds the parts when necessary. One mechanic looks after the whole fleet, and the proportion of his time charged against the 2½-ton amounts to \$129.86. Actually, he has not spent this much time on it because it is new; but the company does not take into consideration the age of the trucks in distributing repair labor.

This truck is depreciated on a minimum life of 55,000 miles, or about four years. It carries both driver and helper. Only the best drivers are employed and costs are watched very carefully. A check is kept on the gasoline used, and care is taken that the men use the gaso-

line for running the trucks and for nothing else. Thus the many trips made with 2-ton loads of furniture, on long hauls, justify 8 gallons of gasoline.

The truck costs \$15.99 per day; 35c. per mile; \$1.60 per ton, and 35c. per ton-mile. Deducting the wages paid driver and helper, the daily cost is only \$9.54. These costs are so satisfactory that the company has been able to operate this truck with a substantial profit.

The truck's longest haul was to Spruce Pine, N. C., 150 miles each way. The 2½-ton and another truck made this trip with the furniture of an eight-room house, the furniture in this case being very valuable. The entire trip took five full days, but if it had not been for a severe rainstorm it could have been done in four days.

The man who was having his furniture moved was a highway engineer, and he said the roads were impassable. But the company had full confidence in its trucks and drivers, and told the drivers to go ahead. The drivers had to be careful, because they were going around the edges of cliffs, where they would fall 500 feet if the truck slipped. The trucks had to be pulled around the curves with a block and tackle, because of the narrowness of the road, and they ran so close to the rocks that the bodies scratched. The following are the operating records for the period.

Total Period

Period covered	10 months
Days operated	255
Total round trips	1,275
Total loads, tons	2,550
Miles traveled	11,504

Gasoline, gallons used	1,438
Cylinder oil, gallons used	127½

Daily Averages

Round trips	5
Deliveries, pick-ups	10
Total loads, tons	10
Miles traveled	45
Miles per round trip	9
Load per trip, tons	45
Ton-miles	45
Miles per gallon gasoline	8
Miles per gallon oil	90.2

Cost Records

Investments

Chassis, etc., complete	\$3,350.00
Tire value (pneumatics)	705.50

Total (less tires to be depreciated) \$2,644.50

Fixed Charges Yearly

Interest on total investment (6%—4 years)	\$125.63
Taxes and licenses	75.00
Insurance	20.00
Garage expenses	60.00

Total per annum	\$280.63
Total per month (per day \$0.92)	23.29
Total for period (10 months)	233.90

Variable Charges—Period

Fuel at 22½c. a gallon	\$323.55
Cylinder oil at 45c. a gallon	57.38
Tires—11,504 miles (\$705.50 ÷ 8,000 miles life)	1,014.65
Depreciation—11,504 miles (\$2,644.50 ÷ 55,000 miles life)	553.34
Maintenance and Repairs (estimated)	250.00
Total variable charges (per day \$8.62)	2,198.92
Driver and helper (per day \$6.45)	1,644.86
Total fixed charges	233.90

Total operating costs \$4,077.68

Unit Costs

Cost per day operated	\$15.99
Cost per mile traveled	.35
Cost per ton hauled	1.60
Cost per ton—mile	.35
Repair cost per mile, estimated	.022
Repair cost per mile, actual	.012

Pneumatic Bill Conveyor Saves Time in This Los Angeles Warehouse

PNEUMATIC tubes are being used with great success by the Los Angeles Warehouse Co., Los Angeles, for sending bills and other papers between the business office and the loading platform office. As these two points are about 400 feet apart the great amount of time which this device saves readily can be realized.

Two 2-inch tubes are fastened to the ceiling joists, which keeps the former out of the way. At either end, where the tubes bend downward into the offices, the incoming one has two narrow

slits on the upper side for releasing the air, which otherwise would blow the bills off the office desks. As it is, the papers drop of their own weight onto the table beneath.

An electric air pump, similar to those used in gas service stations, is used to suck air through the tubes. As the ends of the tubes are open and the suction constant, the pump works all the time.

Only a few seconds are required to send a paper the 400 feet which intervenes between the two offices.

Household Goods Warehousing in the United States*

By CLARENCE A. ASPINWALL

President, Security Storage Co., Washington, D. C.

Chapter XII

Packing

WITH few exceptions packing and carting are an integral part of the household goods depositories, and in probably no other department has there been a greater improvement in the past ten or fifteen years than in packing. In 1900 it would doubtless not have been difficult to enumerate the establishments where proper packing was understood and practiced. Now good packing is the rule rather than the exception in several hundred storage depositories in all parts of the United States.

And yet, while all may be good, some are better and even where the best packing is done there will be room for improvement in some details or in the direction of economy.

The American Railway Association, Committee on Freight Claim Prevention, offers shippers this advice in regard to packing:

"Please remember that safe transportation depends almost wholly upon how well the goods are packed. Few owners are competent to pack their goods properly, nor is the average carpenter. Packing by *expert packers*, regularly engaged in crating, padding, boxing and shipping household goods, is the only real safeguard against damage.

"Furniture is now made along more delicate lines, and must be skillfully padded, and certain furniture hung in the crate just right to avoid unsightly marring and damage.

"Scientific crating is governed by definite engineering principles. The expert knows how to construct the strongest crate with the least amount of lumber, thus saving in the cost of material and weight upon which transportation charges are paid. An experienced packer also understands just how to stow your goods in the railroad car so they will carry safely.

"The charge for this service is usually reasonable, and often goods that have been properly protected for storage can be prepared for shipment at comparatively slight extra expense.

"If you have occasion to ship by rail, we ask that you carefully consider this advice, because it is based upon experience gained in transporting a great many shipments of household goods without damage when packed by a firm that understands the business."

With the growth of cities and the increase of apartment house living it has become necessary to do an increasingly larger proportion of packing work in the depositories instead of in owner's residence. This makes the location, planning and size of the packing room a large consideration and as this is dealt with elsewhere (Chapter III†), it is only necessary to mention the importance of this and to discuss the equipment desirable in the packing department.

Scales flush with the packing floor level should be included in the equipment of the packing room at time of construction. Swinging power saws are now in general use, as well as stencil machines for cutting stencils for marking packages

for shipment and also machines for baling loose excelsior, waste paper, etc. A tin-lined receptacle, for loose excelsior, with hinged lid is found in some packing rooms. The lid is held open by a chain with a fusible link which will quickly melt on exposure to unusual heat, thus releasing the lid, closing the receptacle and smothering a fire which might have broken out in the loose excelsior from spontaneous combustion or other cause.

Arthur Neal of the Neal Fireproof Storage Co., Cleveland, Ohio, has invented a handy portable saw operated by foot power which is widely used by packers.

Another invention by a warehouseman is a pad-making machine operated by electricity. This is the invention of Dr. Rodolph, of the Pierce-Rodolph Storage Co., San Francisco, and is in use in the packing room of that depository. This machine has not, however, been put on the market.

Packing Materials.—Lumber. White or soft pine is the best crating lumber. It is light, which saves weight and freight charges, and strong and easy to saw, which saves packers' time. It is also in most sections expensive, but where highly paid packers are employed it will usually be found to be the most economical lumber. The weights of lumber generally used in packing are approximately as follows:

Weight per Cubic Foot—Air Dry—of Comparative Value Only

Pounds	Pounds
Birch	38
Chestnut	30
Cottonwood	28
Gum	34
Maple	43
Oak	44
Western Red Cedar	22
Douglas Fir	30
Balsam	25
White Fir	26
Eastern Hemlock	28
Western Hemlock	28
North Carolina Pine	38
Southern Yellow Pine	42
White Pine	27
Western Soft Pine	29
Spruce	28
Tamarack	37
Cypress	39

On a job where 1000 sq. ft. of lumber is used in crating, the weight would be approximately 1500 lb. greater if yellow pine is used instead of white pine. If the freight rate on the shipment is \$4 per cwt., the additional cost to the customer would be \$60. It is stated that a packer can make 50 per cent more crates in the same time using white pine than when using hard or southern pine.

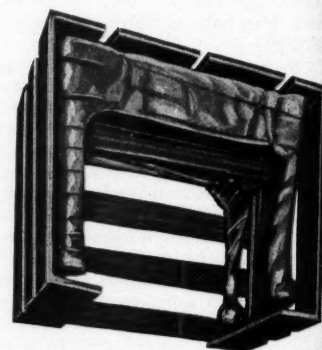
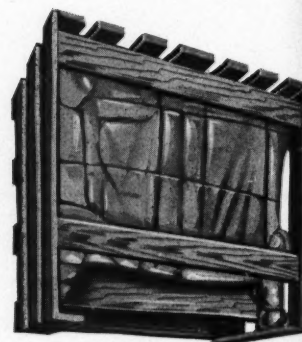
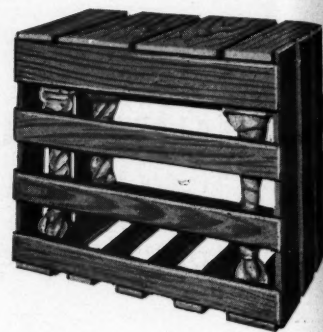
Other things being equal, lumber of uniform lengths (16-foot strips) is cheaper than mixed lengths. It is estimated that there is 5 to 7 per cent less wastage with the 16-ft. strips than with the mixed lengths.

Excelsior.—This is made from poplar and basswood and comes in three (3) grades, known as coarse, fine and extra fine (or woodwool), ranging in width from 3/16" to as fine as it is possible to cut it. This is packed in two sizes of bales weighing approximately 150 to 250 lb. each, respectively.

Pads.—Are a form of flat, hollow sleeve made from a tough grade of paper filled with excelsior. They are manufactured in all widths from 4" to 16" and all lengths from 4" to 110", also in four thicknesses 1/4", 1/2", 3/4" and 1". Pads are also made with felt and cotton fillings, and some warehousemen

*Copyright by the author.

†Chapter III, "Building Design and Construction," was published in the February, 1926, issue of DISTRIBUTION AND WAREHOUSING.



Above—Pieces of furniture before and after padding in accordance with methods advocated by the National Furniture Warehousemen's Association.

Above—Pieces of furniture crated in accordance with National Furniture Warehousemen's Association standards.

make their own pads, using a heavier paper than that used by the manufacturers of pads, and utilizing the otherwise idle time of packers and van men.

Paper.—For wrapping, "Kraft" paper has been quite generally adopted.

Packing household goods, exclusive of china and glass, which is barreled, is of five kinds, i. e., boxing, crating, bur-lapping, padding and wrapping.

Boxing.—For domestic shipment, the only articles which are generally boxed are books, pictures, pianos and phonographs, clocks and miscellaneous small articles. For foreign ship-ment it is customary to box all goods and line the cases either with tin or waterproof paper.

Batteries.—Radio and other batteries should be wrapped in two thicknesses of waterproof paper, then placed in a box with about 3" space on all sides which should be filled in with sawdust. The box should have a peaked roof or top to insure its being placed right side up and it should be provided with handles so that it will be carried right side up.

Books.—Boxes not over 7 cu. ft. Best size 6 cu. ft. (large) and 4 cu. ft. (small) reinforced with wooden cleats or strap iron.

Pictures.—Boxes about 12 cu. ft. are the best size for small pictures. Wrap pictures in heavy paper and bed in excelsior. Pack face to face and back to back.

Paintings.—If value is not great, pack same as pictures, and paste strips of paper across glass each way to prevent damage to painting in case glass is broken.

Valuable paintings: remove glass, if any, and pack separately or in bottom of case with false bottom of not less than $\frac{3}{8}$ " lumber above glass. Pad frame of painting and place face down in box made to fit with $1\frac{1}{2}$ " play around sides. Two braces are placed at back of painting forcing the frame to the bottom of box and preventing play or movement. These braces act as support to the next painting placed above if there are more than one packed in the box. If the frame is delicate follow same procedure except that braces should be screwed to back of painting and the frame should not be



Here are further pieces of furniture crated in accordance with National Furniture Warehousemen's Association standards

pressed against the bottom of the box or the braces whichever is beneath.

Mirrors.—Same as paintings.

Plate Glass.—Pack in excelsior in box.

Pianos.—Upright: Top and keyboard cover tied down with pads under strings. Piano placed in box and secured by lag screws through back of box. Grand: Detach legs. Screw battens to front and back of piano, underneath side. Place in box and brace battens in box. Top and keyboard cover tied down with pads under strings.

Silver.—Wrap in non-tarnish tissue paper and then in heavy paper. Roll in excelsior and pack in box.

Hall Clock.—Take weights, pendulum and works out. Pack works and weights in a box to themselves. Wrap and pad case and box or crate, as may be required. Brace on back off feet and head. Attach pendulum to side of box or crate. The weights should be run down to the extreme limit before removing. If weights are removed before the clock is run down the mechanism is liable to become disarranged.

Tapestry.—Roll, wrap in heavy paper or burlap and box.

Crating.—All very valuable furniture, and all furniture having slender and fragile legs, arms or other projecting parts, or furniture consisting partly of glass, should be first padded and/or wrapped and then crated or boxed. Wrapping, padding or burlapping can only protect articles so packed from abrasions. In fact, often the danger of breakage is greater owing to the fact that the wrapping conceals the fragility of the article and in handling it is, therefore, less apt to be treated with the necessary care and judgment.

Crating as practiced by modern expert packers furnishes nearly complete protection from breakage, except through accident. It consists not merely in placing a rigid wooden crate around the article packed, but in the skilled use of braces or cleats inside the crate by means of which the piece of furniture is firmly held within the crate but not resting on the crate, the weight being borne by the braces which are placed at the bottom, backs or flat tops. Thus the furniture is protected from rubbing, abrasions and, except in cases of the severest sort of usage or accident, from breakage.

Illustrations on pages 30 and 31 furnished by the National Furniture Warehousemen's Association show pieces of furniture before and after padding and crating.

There seems to be some difference of opinion among experienced packers on the subject of screwing braces to the piece of furniture within the crate. The practice of many of the best packers is to screw the braces, or battens as they are sometimes called, to the bottoms of overstuffed furniture and other pieces, the upholstery of which is easily damaged by pressure, but all other furniture is suspended in the crate

by the use of upper and lower braces. Probably an equal number of packers screw braces to all pieces of furniture where this can be done without injury to the furniture.

On this subject the Forest Products Laboratory, U. S. Forest Service, says:

"The proper method of bracing furniture in crates depends largely on the design of the furniture itself. If the furniture to be packed is of such design that one of its faces can be fastened to braces by means of screws, it is usually preferable to suspend it in the crate so that the legs or other easily breakable parts are some distance away from the faces of the crate. When the furniture is properly suspended in the crate by this method the likelihood of its being damaged is decreased, because a large part of the stresses caused by rough handling would be absorbed by the skewing of the crate before coming in contact with the furniture. In this method of packing, the furniture is sometimes split by use of too large screws, but this trouble can ordinarily be overcome by using smaller screws and more of them.

"In some instances the design of the furniture is such that it cannot be fastened by the method mentioned above. One alternative is to suspend it in the crate between two or more sets of braces. This method has the disadvantage that stresses caused by skewing of the crate are likely to be transmitted almost directly to the furniture, and that it is more likely to cause rubbing or chafing of the furniture."

Nevertheless we express the opinion that the method of upper and lower braces is preferable except with respect to heavily upholstered furniture.

Furniture.—Wrap piece in heavy paper, except back and bottom. Pad corners, top and legs with excelsior pads or equivalent. Crate padded piece and brace so that weight is off feet and off front.

Sewing Machine.—Wrap and pad. Crate and brace from top and bottom.

Phonographs.—Take works out. Pack works in separate box. If cabinet is to be crated, pad and wrap cabinet and crate. If cabinet is to be boxed, wrap in heavy paper and pack in excelsior in box.

Rugs.—Oriental and other valuable rugs, roll, wrap in paper or burlap and crate or box.

Burlapping.—Consists in wrapping the piece packed in burlap, with loose excelsior beneath the burlap in the case of articles of furniture, but padding has supplanted burlapping very generally in respect to furniture as it is less expensive and as efficient a protection. Therefore, the best packers now burlap only rugs, carpets, mattresses and similar articles. As the burlap is of loose fiber it is desirable to wrap in paper before burlapping to protect from dust.

Padding.—This consists in the application of excelsior pads to the exposed portions of articles of furniture. Pads come in a variety of sizes and are usually filled with excelsior, but felt, cotton and other materials have been used for this purpose. The pads must be firmly tied so that they will not slip from position. It is the commonly accepted method of packing for storage such articles as need protection aside from very delicate and fragile articles. In carload shipments, motor van and "lift" van shipments padding is often sufficient protection, but as has been said above, padding or wrapping afford only protection from marring, scratching or other abrasions, not from breakage.

Wrapping.—Covering the piece to be packed with heavy paper. In wrapping or padding upholstered furniture care must be exercised not to tie the paper or pads so that the strings will press into the upholstery, as the marks thus made are frequently very difficult to remove. Gummed paper tape is used by many packers in place of twine on such pieces.

The National Association of Box Manufacturers gives the following instructions regarding nailing boxes:

Table Showing Correct Number of Nails to Use

(Cement-coated nails have almost double the holding power of smooth nails)

For 8d Cement Coated Nails			For 9d Cement Coated Nails		
Nailing Sides to Ends			Nailing Top and Bottom to Ends		
When the Width of the Side Is			When Width of Top or Bottom Is		
Over, In.	Up to and Including, In.	Number of Nails to Drive	Over, In.	Up to and Including, In.	Number of Nails to Drive
2½	5	2	2½	5½	2
5½	7½	3	5½	8	3
7½	9½	4	8	10½	4
9½	11½	5	10½	13	5
11½	14	6	13	15½	6
14	16½	7	15½	18	7
16½	18½	8	18	20½	8
18½	20	9	20½	23	9
20	23	10	23	25½	10

For each additional 2½ in. in excess of 23 in. in width add 1 nail.

For each additional 2½ in. in excess of 25½ in. in width add 1 nail.

For 8d Cement Coated Nails			For 9d Cement Coated Nails		
Nailing Sides to Ends			Nailing Top and Bottom to Ends		
When the Width of the Side Is			When Width of Top or Bottom Is		
Over, In.	Up to and Including, In.	Number of Nails to Drive	Over, In.	Up to and Including, In.	Number of Nails to Drive
2½	5½	2	2½	5½	2
5½	8	3	5½	8½	3
8	10½	4	8½	11½	4
10½	13	5	11½	14	5
13	15½	6	14	16½	6
15½	18	7	16½	19½	7
18	20½	8	19½	22½	8
20½	23	9	22½	25	9
23	25½	10	25	27½	10

For each additional 2½ in. in excess of 25½ in. in width add 1 nail.

For each additional 2½ in. in excess of 27½ in. in width add 1 nail.

The Side Nailing of Boxes

The nails that hold tops and bottoms to sides are governed by the same nailing rules, except that the nails should not be spaced closer than 6 to 8 inches because of the danger of splitting the board.

The following table governs:

When Thickness of Sides, Top and Bottom Is,	Group 1 Woods	Group 2 Woods	Group 3 Woods	Group 4 Woods
¾ in.	9d	8d	7d	7d
1 in.	9d	7d	7d	7d
1 1/8 in.	7d	6d	5d	4d
1 1/4 in.	5d	5d	5d	4d
1 1/2 in.	5d	5d	4d	4d
1 3/4 in.	4d	4d	4d	3d
2 in. (see note).....	4d	4d	4d	3d

With regard to the foregoing the National Association of Box Manufacturers says:

"NOTE.—Except for very light weights, where the contents are packed in cartons or in excelsior, or similar materials, it is not considered good practice to side nail ¾-in. boards. Side nailing in any thickness is not the best practice if the weights are exceptionally heavy. It is far safer to use a nailless metal strap around the girth or, better still, to reinforce the side nails with a strap.

"Remember.—These tables assume that the nails which hold the sides to end are driven into end grain of ends. When the grain in the ends is vertical, the number specified for the sides and for the top and bottom, reverses. Where the ends have

four cleats and all nails are driven into the cleats, space all nails as provided for, holding top and bottom to ends. Where the ends have two cleats or where the nails are staggered into ends and cleats, use the nailing specified for holding sides to ends.

"The ends govern size of nail to use, as modified by thickness of sides, tops and bottoms. If ends and cleats are of the same thickness, drive approximately 50 per cent of nails into ends and 50 per cent into cleats. If end has 4 cleats of material thicker than the end itself, let thickness of cleats determine size of nail to be used and drive all nails into cleats.

"If the ends are made from woods of two groups, use the nails specified for the harder wood. For instance, if the ends are made of white pine mixed with hemlock, the nails specified for Group 2 woods should be used. If the nails specified for the white pine are either 9d, 8d or 7d the use of nails one penny smaller automatically provides for closer spacing. If, however, the nails specified are 6d or smaller, the substitution of nails one penny smaller should be accompanied by closer spacing (one-quarter inch closer spacing is the accepted rule) if that can be done.

"The number of nails specified is not the maximum number which can be driven. Increasing the number of nails 50 per cent will increase the strength of the box more than 100 per cent on an average. The danger from splits, due to driving twice or even three times as many nails as specified in these tables is negligible. In a great majority of cases it is wiser to increase the number of nails driven. It is also far more effective in providing additional serviceability and much more economical than increasing the thickness of the material."

The Forest Products Laboratory gives the following information on the subject of nailing:

"The woods commonly used in box construction may be divided according to nail-holding ability and other desirable properties into four groups. All the species in one group are used interchangeably as regards thickness of material, and size and spacing of nails.

Group I			
Alpine fir	Cottonwood	Redwood	
Aspen	Cucumber	Spruce	
Balsam fir	Cypress	Sugar pine	
Basswood	Jack pine	Western yellow pine	
Buckeye	Lodgepole pine	White fir	
Butternut	Magnolia	White pine	
Cedar	Noble fir	Willow	
Chestnut	Norway pine	Yellow poplar	
Group II		Group III	Group IV
Douglas fir	Black ash	Beech	
Hemlock	Black gum	Birch	
Larch, Tamarack	Maple, soft or silver	Hackberry	
So. yellow pine	Pumpkin ash	Hickory	
Va. and Car. pine	Red gum	Maple, hard	
	Sycamore	Oak	
	Tupelo	Rock elm	
	White elm	White ash	

"Kind of Nails.—Tests have shown that cement-coated nails have a holding power from 10 to 30 per cent greater than that of uncoated nails. Smooth nails are more effective than barbed nails.

"Size of Nails.—The penny of the nail to be used in any case is determined by the thickness and species of wood in which the point of the nail is held after driving. The following schedule is based upon standard cement-coated box nails. If the designated penny of nail is not available, use the next penny smaller and space nails proportionately closer.

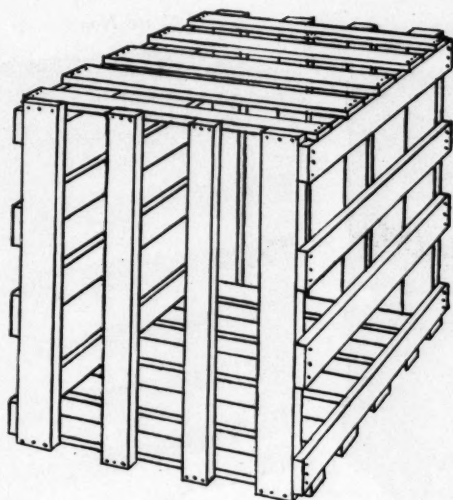
Schedule of Nail Sizes

Thickness of Ends or Cleats to Which Sides, Tops and Bottoms are Nailed

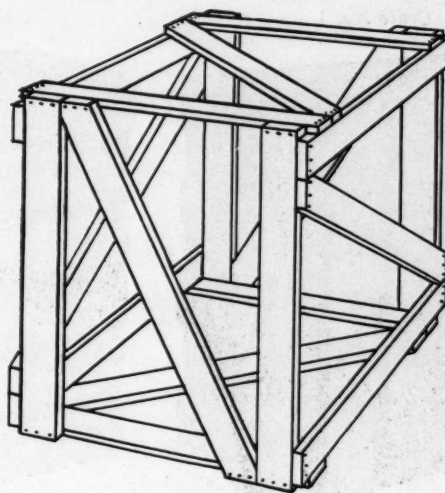
Species of Wood	or less 1/8 in.	1/8 in.	1/4 in.	3/8 in.	1/2 in.	5/8 in.	3/4 in.	7/8 in.	1 in.
Group I.....	4d	5d	5d	6d	7d	8d	8d	9d	
Group II.....	4d	4d	5d	5d	6d	7d	7d	8d	
Group III.....	3d	4d	4d	5d	5d	6d	7d	7d	
Group IV.....	3d	3d	4d	4d	4d	5d	6d	6d	

"Spacing of Nails.—Space nails holding boards to end grain of end 1½ in. apart, and nails holding boards to side grain of end 2 in. apart, when nails are 6 penny or less. Increase spacing of nails ¼ in. for each penny over 6. No board should have less than 2 nails at each nailing end. Space nails holding top and bottom to sides 6 in. or more apart, when nails are 6 penny or less, increasing the spacing 1 in. for each penny over 6.

"While such spacing may appear to be too close, as a matter



1



2

Crate of Forest Products Laboratory

of fact, it calls for only two-thirds of the number of nails which would cause excessive splitting of the ends, and only about two-thirds of the number required to balance the strength of the nailed joints with the strength of the box in other respects. With the spacing given above, the nailing is still the weakest point of the ordinary box.

"NAILING

"Nails driven in holes slightly ($1/32$ to $1/16$ inch) smaller than their diameter have considerably more resistance both to direct pull and to shear than nails driven without holes.

"Cement-coated nails are superior to uncoated nails.

"Length of nails should be somewhat more than twice the thickness of the member holding the heads.

"Slender nails are likely to hold better than thick nails under the repeated shocks and constant weaving action to which crates are subjected, because the slender nail bends near the surface of the pieces joined without loosening the friction grip toward the point.

"Number of nails or bolts joining one member to any other member should not be less than two. Usually as many nails as can be driven without splitting should be used.

"Danger of splitting will be reduced if nails are staggered. Boring holes for nails also reduces the danger of splitting."

From the same authority we have the following recommendation in regard to construction of crates (see illustrations on this page.

"One of the features of a good crate is rigidity or ability to resist weaving and skewing during transportation. No method of joining the corner members of a crate, not even the 3-way corner construction, is sufficient alone to give rigidity to a crate. Some kind of bracing across the faces is usually necessary.

"Figure 1 shows a kind of bracing found in many crates which are sent to the U. S. Forest Products Laboratory, Madison, Wis., for testing. Partly because of the amount of material used, this construction appears to be very strong. Laboratory tests have shown, however, that crates so braced are weak in the diagonal direction of the faces, and are therefore apt to weave and skew during transportation.

"Diagonal braces on six sides, as shown in figure 2, have been found to give a crate maximum rigidity for a minimum amount of lumber. Crates so braced withstood with considerably less distortion twice as great a diagonal compressive force in actual tests as crates braced as shown in figure 1.

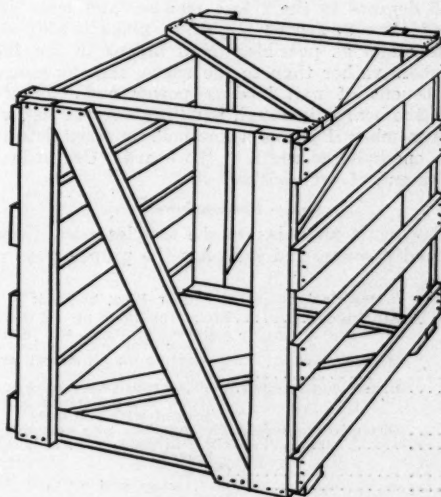
"A combination of diagonal and parallel slat bracing, as shown in figure 3, makes the crate more rigid than parallel bracing alone but not so rigid in all directions as cross bracing on the six sides. It may be found an advantageous con-

struction in packing contents which need protection on the sides and are rigid enough themselves to withstand stresses in the direction in which the crate is weak.

"Solid sheathing on all the faces does not make a crate so rigid as diagonal bracing, except perhaps sheathing which is made of wide boards with tighter joints than can usually be obtained. The crate with ordinary sheathing might withstand as great a load, but the distortion caused by that load would be greater than in a crate with diagonal braces, and would ordinarily be great enough to allow damage to the contents."

The diagonal bracing recommended by the Forest Products Laboratory has the objection that it leaves too large an amount of unprotected surface of the article crated. The crate itself may be perfectly strong but it does not give sufficient protection to the article within to meet the requirements of the best packing practice. In addition to the illustration of crate construction from the Forest Products Laboratory we show three plates with explanatory note (see illustrations herewith) from the report by W. Fred Richardson, American Warehousemen's Association Proceedings, 1924.

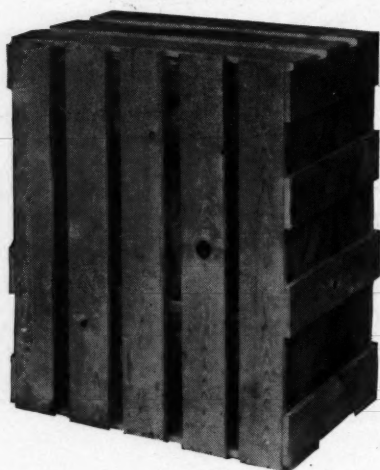
From a bulletin on proper shipping practices recently issued



3

Crate of Forest Products Laboratory

Crate No. 1



- 3 strips lengthwise across top
- 2 strips at bottom
- 5 strips in front
- 3 strips at back
- 4 strips at each end, 6 in. wide
- Making a total of 31 ft.
- 5 pads 7 ft. x 8 in.
- 3 oz. 4-ply jute twine
- 1 lb. paper
- 11 oz. nails

Time in construction of crate 40 minutes.

Crate No. 2



- 6 strips across top
- 5 strips across bottom
- 3 strips on each end
- 6 strips on front
- 4 strips on back, 6 in. wide
- Making a total of 38 ft.
- 5 pads 7 ft. x 8 in.
- 1 lb. paper
- 2 oz. 4-ply jute twine
- 13 oz. nails

Time consumed in construction 47 minutes, making the total cost of construction of this crate from the same character of material 65c. more than Crate No. 1.

Crate No. 3



- 7 strips across top, 4 in. wide
- 5 strips across bottom, 4 in. wide
- 4 strips at each end
- 7 strips in front
- 5 strips on back, 4 in. wide
- Making a total of 31 ft.
- 5 pads 7 ft. x 8 in.
- 2 oz. 4-ply jute twine
- 1 lb. paper
- 1 lb. nails

Time consumed in construction 60 minutes, making a total cost over Crate No. 1 of 45c.

by the National Industrial Traffic League the following quotation is made in reference to crate construction:

"In building crates for comparatively light weights the nailed 3-way corner construction is preferred because the frame members cannot knock off without splitting the boards or shearing the nails. For heavier weights it is frequently preferable to have the frame members on top, sides and bottom run lengthwise so as to slide easily on the floor or in stowing. Rigidity is a most important factor in crates, and since rigidity is almost wholly a matter of bracing, use diagonal braces. Braces are most effective when placed at an angle of 45 degrees to the frame member and least effective when placed at a 90-degree angle; so place braces as near a 45-degree angle as possible. Nail braces to the faces of frame members rather than to the edges, thereby getting the maximum benefit of nail holding power and minimize the splitting of the boards in rough handling. Never use a board in a frame member if it has a knothole or other defect equal in width to one-half the width of the board. Use at least two nails in each end of each board."

Some Precautions

THE following is an index to the articles most susceptible to loss and damage, and indicates the proper way to pack each one:

Articles	Description	Proper Way to Pack
Automobiles	..All kinds.....	Box, first block up off wheels and brace securely, use waterproof paper over upholstery and put vaseline on all nickel parts
Bicycles	.....	Crate
Bed ends	.....Brass, iron, wooden.	Pack, wrap, then crate, the mattress, box mattress can be all packed with the ends
Bed rails	.....Brass, iron, wooden.	Tie together, pad and wrap
Bedding	.....	Pack in crate with bed, otherwise burlap
Beds	.....	Crate
Benches	.....	Pad, wrap and crate
Books	.....	Box
Cabinets	.....Bric-a-brac, china, music, kitchen	Pad, wrap and crate. Crate very closely when there is glass
Carpets	.....	Wrap first, then burlap. Large carpets, crate or box for long shipment
Chairs	.....Leather, mahogany.	Pad, wrap and then crate

Chairs	.....Dining, common, rockers	Pad, wrap, then tie seat on seat bundles of two
Chests	.....Cedar	Pad, wrap and crate
Chiffoniers	.....	Remove casters if loose, take heavy things out of drawers. Pad and wrap, then crate; if it has a glass attached, pack that in a box
Closets	.....China	Pad and wrap, then crate
Clothing	.....All kinds	Pack in boxes, line box with paper, then box
Commodore	.....	Pad, wrap and crate
Couches	.....Leather, upholstered	Remove casters if loose, pad, wrap and crate
Chandeliers	.....	Pad, wrap and box
Clocks	.....Hall	Pad, wrap and crate and put works in box
Couches	.....Iron or sanitary	Remove casters if possible, then fold couch, tie securely together. If fragile or expensive, crate
Cupboards	.....	Wrap and crate
Davenport	.....	Remove casters, wrap, pad, crate
Desks	.....	Pad, wrap and crate
Dishes	.....China, and earthenware	First wrap in paper, then in excelsior and place in barrel. If fine dishes, wrap in tissue paper then excelsior and place in barrel
Dresser	.....	Pad, wrap and crate
Fruit (Canned)	.....All kinds	Wrap in paper and then box
Glassware	.....All kinds	Wrap in paper, then pack in barrel
Glassware	.....Fine	Wrap in tissue paper, pack in barrel
Hall racks	.....	Pad, wrap and crate, if it contains mirror crate it closely
Hampers	.....	Wrap in heavy paper and tie
Kitchen utensils	.....	Barrel or box
Lamps	.....Reading	Pack in barrel or box
Lamps	.....Floor	Crate after padding
Linoleum	.....	Roll and crate
Machines	.....Sewing	Fasten drawers, pad, wrap, crate
Machines	.....Talking	Pad, wrap and box
Machines	.....Washing	Crate, pad if necessary
Matting	.....	Wrap and burlap
Mattress	.....	Wrap and burlap
Mirrors	.....All kinds	Pad and wrap, pack in box. If fragile, screw to batten
Pedestals	.....	Crate if wood. Box if marble
Pianos	.....	Box, use lag screws to fasten with
Pictures	.....	Wrap in paper, then box, using excelsior layers
Paintings	.....	First wrap in paper, then box, using excelsior. If painting has glass front, pack glass in separate box, and if frame is fragile, screw to batten when it is too fragile to rest on bedded excelsior

Preserves	Wrap in excelsior and paper and then box
Racks	Hall Pad, wrap and crate
Ranges	All kinds Crate
Refrigerators	Either use excelsior and burlap or wrap and crate
Rugs	Wrap and burlap. Box for long distance shipment
Screens	Pad, wrap then crate. If valuable put in box
Sideboards	Pad, wrap and crate
Stools	Piano or organ Pad, wrap and crate
Stoves	All kinds Pad, crate
Tables	Dressing, center, Pad, wrap and crate. If very dining, library cheap just pad and wrap
Trunks	Strap iron or crate. Box for long distance shipment
Tools	Garden or miner's. Send loose or tie in bundle
Tubs	Kitchen, wash, child's bath Send as they are
Utensils	Cooking, kitchen. Barrels and boxes
Wardrobes	All kinds Pad and wrap, then crate. Glass doors to be crated closely
Washstands	Pad, wrap, then crate
Radios	Pack in box, first wrapping all delicate parts and padding. Then pack securely in excelsior
Radio Batteries	Pack in box, first wrapping in waterproof paper to prevent dust from entering battery and helping in case of leaking batteries. The battery should then be sealed but should be immediately unsealed upon arrival at destination, failure to do so will cause plates to warp. After wrapping in waterproof paper, it should be imbedded in 3 inches of sawdust. The box should be shaped with a peaked top with handles protruding on either side, thereby rendering it easy to carry and practically impossible to turn upside down or on either side while in transit

NOTE.—On all velvet, plush or good upholstered furniture, when padded and wrapped, paper tape, instead of cord, should be used to hold wrappings together. The use of this tape prevents cord impressions on the upholstery and holds it just as secure. All furniture of this kind is crated.

Basis of Quoting Prices

PRICES charged for packing material should be uniform and based on the cost of the materials plus a reasonable

TO BE RETURNED AND CREDITED

191		191	
ABOUT	48"	ACTUAL	8
Yds. Burlap	36"		
Ft. Lumber			
Lbs. Excelsior			
" Nails			
" Heavy Paper			
" Newspaper			
" Water Proof Paper			
" Small Pads			
" Large Pads			
Quires Tissue			
" " (Silver)			
Screws			
Pkg. Tacks			
Balls Twine			
Barrels			
Boxes			
Marking Pot and Brush			
Floor Cover			
Tags			
Tools			
REMARKS			

PACKERS—ALWAYS BRING TOOLS AND MATERIAL
BACK WITH YOU WHEN POSSIBLE

Credit ticket

192	
M	
Packing Quilts	
Yds. Burlap 48 in.	
" " 36 in.	
Ft. Lumber	
Lbs. Excelsior	
" Wood Wool	
" Straw	
" Nails	
" Heavy Paper	
" Newspaper	
" Waterproof Paper	
" Small Pads	
" Large "	
" Rope	
" Strap Iron	
" Moth Proof Paper	
" Green Tissue	
" White "	
Screws	
Pkgs. Tacks	
Balls Twine	
Barrels	
Boxes, Extra Large	
" Large	
" Medium	
" Small	
" Book	
" Piano	
China Chest	

Material ticket

profit. Few customers and not all warehousemen realize the various items of cost in addition to the purchase price that enter into the cost of the delivered article. One warehouseman has made rather careful calculations of the costs of various packing materials, and a few examples are submitted which will be sufficient to serve as a guide for similar studies.

Cost of Barrels for China Packing

(The figures following do not include "Overhead" costs)

Price delivered at door, each	\$0.50
Labor in 3 minutes at 60c.	.03
Storage, average 1 month.	.67
Labor out 3 minutes.	.03
Cartage out	.23
Interest on cost for 1 month	.002
Wastage	.01
	\$0.872

Cost of Lumber

Lumber per 1000 feet (c. l. lots)	\$43.50
Interest 1 per cent (2 months) 1000 feet.	.435
Cartage to warehouse 1000 feet.	2.50
Labor stowing at warehouse 1000 feet.	2.00
Labor out	2.00
Delivery to customer 1000 feet.	4.00
Storage (2 months at .013)	2.16
Wastage, 2 per cent.	.87
	\$57.465

Second Hand Crates

Labor knocking apart (from actual time studies) per 1000 ft.	\$17.30
Labor stacking, per 1000 feet.	4.80
Storage (average 2 months)	2.16
	\$24.26

Detailed schedules of materials and labor required to pack various articles of household furniture will be found in the chapter on Estimating.*

The method of arriving at the cost of packing labor is illustrated by the following example from the 1923 records of one of the large depositories:

*Chapter X, published in the September, 1916, issue of DISTRIBUTION AND WAREHOUSING.

Packing Labor—1923

	Hours	Per Cent
Total possible hours per man per year, 2452; per month, 203; per day, 7.84.		
Total possible hours for entire packing force per year	31,921	
Additional hours labor for other departments, loaned to packing per year.....	12	
Total hours packing labor to account per year.....	31,932	
Charged to customers.....	25,297	80.0
Charged to packing material.....	342	0.1
Charged to other departments.....	1,798	5.8
Charged to repairs.....	894	2.8
	28,331	88.7
Balance unaccounted for, 3601 hours (per cent of whole), 11 1/4 per cent.		
Wages per hour at \$32 per week.....		.678
Add 11 1/4 per cent for loss or unproductive time, as above..		.076
Add for rent, breakage, heat and general overhead (see cost accounting figures) 24 6/10 per cent.....		.166
Packing labor cost per hour.....		.920

It is very important that all material used be charged to the customer, no more and no less. This is no simple task when many packers are often used on one job, material sent out to the job several times and at the end a considerable

amount returned. To prevent mistakes requires a good system and careful oversight.

The face and back of the National Furniture Warehousemen's Association packing ticket are shown in Chapter V* and the American Warehousemen's Association for mis shown in Chapter VI.**

The material ticket and credit material ticket of one of the depositories operating a large packing department is illustrated on page —. A separate ticket is made out (in duplicate) for each lot of material taken out to the job and another credit ticket for return material. The packer in charge makes out the ticket for material to be returned, giving estimated amount as a guide, and also as a check on the van driver who is to bring it back. The actual amount is filled in from the weight and measure taken on arrival at the packing room.

*Chapter V, "Accounting," was published in the March, 1926, issue of DISTRIBUTION AND WAREHOUSING.

**Chapter VI, "Recording," was published in the May, 1926, issue of DISTRIBUTION AND WAREHOUSING.

New Household Goods Warehouse Being Constructed by Kindermann & Sons, New York City

THE Webster Avenue household goods storage plant of Julius Kindermann & Sons, Inc., New York City warehousemen, is to be doubled in size by a 50-ft. addition of the same height and depth as the present building, which is a fireproof structure, erected according to the underwriters' requirements.

Offices of modern design and appointments will be installed in the new warehouse. The space now occupied by offices, at 1360-1370 Webster Avenue, will

be converted to driveway uses. In the present section a loading platform will be constructed to conform to and connect with a similar platform in the new building. In the latter will be installed Otis freight and passenger elevators.

The front of the new addition will conform in design to that of the old part, except that the first story section is to be faced with white glazed terra-cotta, with a view of emphasizing the office section.

A burglar-proof trunk vault will be constructed in the rear portion of the second story, and the balance of the second story will be devoted to the storage of pianos.

The fifth and the eighth floors of both old and new portions will be devoted to open storage, and the balance of floors of both portions divided into fireproof storage rooms, each room being equipped with a labeled steel door. A vapor system of steam heat will be installed.

To Be Watertight

The present building is a fireproof structure of the wall-bearing type, eight stories and basement. The addition will also be fireproof, but of the skeleton type of reinforced concrete with brick and concrete inclosing walls.

All exterior windows will be of metal glazed with wire glass, each window bearing the underwriter's label. The office windows facing the street will be secured by heavy wrought-iron grilles.

Particular care will be taken to make the new warehouse water tight by the construction of water-proof inclosing walls—an important feature in damp climates.

The addition was designed and is being erected under the supervision of Geo. S. Kingsley, architect, a specialist in warehouse construction.

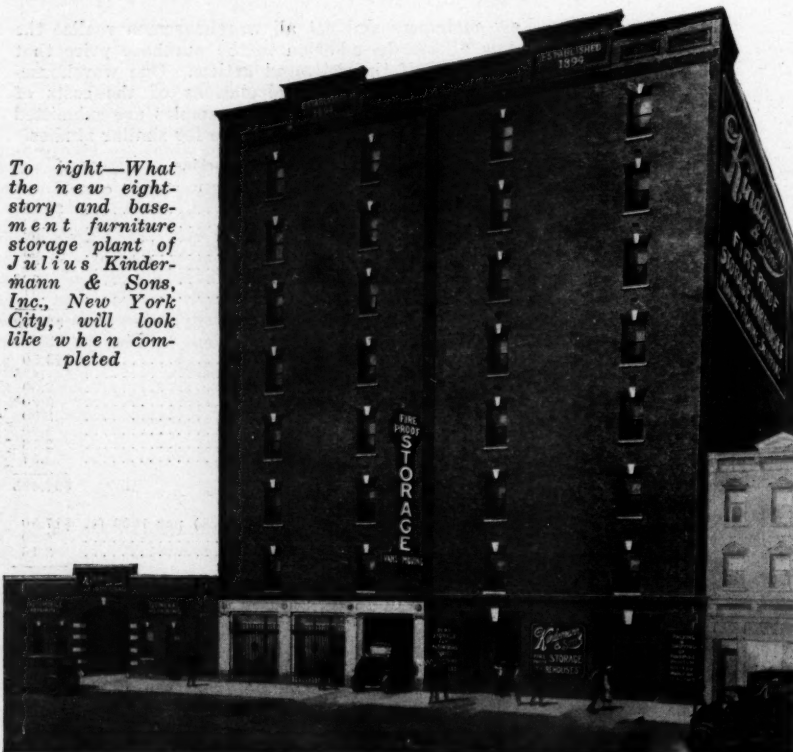
Bush Terminal to Resume Building

Immediate resumption of building operations interrupted by the World War has been decided on by the directors of the Bush Terminal Co., New York City.

Between \$2,000,000 and \$3,000,000 will be spent to improve the remaining vacant property of the company and its subsidiaries, and it is estimated that the work will take seven years to complete.

The company's buildings now total about 6,000,000 sq. ft. and produce an annual rental of approximately \$4,000,000.

To right—What the new eight-story and basement furniture storage plant of Julius Kindermann & Sons, Inc., New York City, will look like when completed



Floor-to-Floor Conveyor Cuts Costs and Lightens Warehouse Labor

By JAMES V. MURRAY

THE use of interior machinery in the modern warehouse is doing much to increase the value of the labor factor in this business, while at the same time making the work easier and more agreeable for the men.

Two types of electrically-operated warehouse carriers, found of great utility in the Gibraltar Warehouse, a four-story building in San Francisco, located at 1250 Sansome Street, covering a lot of land 137 ft. wide by the same dimension in depth, embracing 95,000 sq. ft. of floor space, all told, are the (Colfax) endless chain conveyor, which transfers commodities from the first to the second floor, and the three "pilers" of the same

type but smaller, used on the floors themselves for stacking such heavy commodities as sacked sugar, rice, coffee and beans and cased canned goods, into ceiling-high piles or tiers.

The machines take up only little space, and the "pilers," in particular, are very mobile, being capable of being shifted about on the floor by one man to points wherever needed.

The floor-to-floor conveyor, of course, is of larger and sturdier construction, but even this can be transferred from one hatchery to another and with very little loss of time.

SPACE in a warehouse being often at a premium, machinery which occupies but little room is appreciated for this value alone. And when in operation the main conveyor occupies only little more floor space than the dimensions of the hatchway itself. The galvanized iron platform, which is the non-moving main member of the machine, has passing over it constantly, when the machine is in use, a number of axles, spaced apart just enough to give two resting points for the average-sized sack or case. Wheels at each end of the axles travel in tracks provided, and at the upper end of the conveyor, after the load is discharged, the travelling wheeled axles turn down under the galvanized sheet and are carried back "downstairs" on tracks which, depending from above, are equipped with "x" shaped metal guards to prevent the "ears" of sacks, pieces of string, ends of box strapping, or the workmen's fingers from being caught in the wheels.

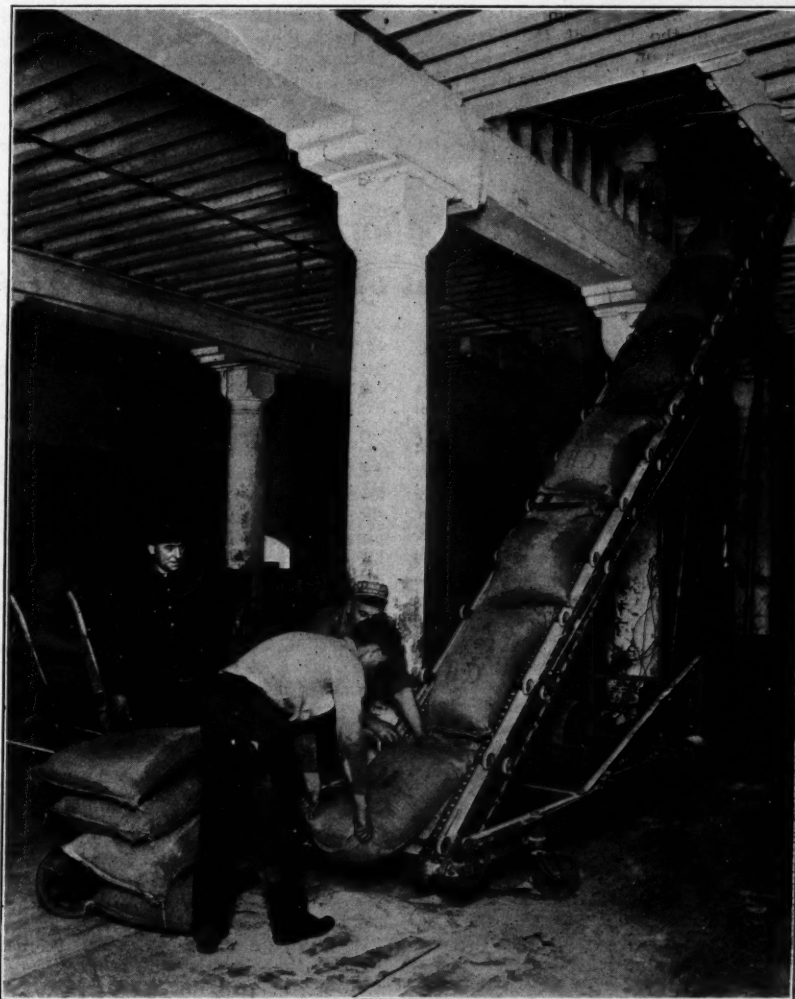
This portion of the machine, if laid on the floor flat, would measure only up to about 8 inches in height.

The conveyor can handle a thousand boxes in an hour.

The saving on labor, using this machine, is estimated at about one-third.

But the problem of the average western warehouse man is not so much to cut down his payroll, with labor as scarce as it is in this section of the country, far removed from immigration centers such as New York, Boston and Philadelphia, as it is to increase the productivity of the working force. And when so-called "labor-saving" machinery is purchased for use west of the Rockies it is generally intended not to deprive the warehouse worker of his job but to make his work easier for him and increase the efficiency and capacity of the warehouse service *per diem*.

With the speed of the warehouse work increased by one-third, a slight accident to one of the pilers used on the upper



This portable "endless chain" conveyor operates efficiently in warehouse of Overland Freight & Transfer Co., San Francisco

floors recently demonstrated clearly the value of the use of machinery. Four additional men had to be employed, piling up heavy sacked products, while the piler was out of commission.

However, little trouble is experienced with the machines, such breakages as do rarely occur being capable of quick and easy repair. Spare links are always on hand for fitting in should the chains part while in use.

The Gibraltar warehouse, although a separate establishment, operated by Major C. L. Tilden, his son, C. L. Tilden, Jr., and I. S. Culver, is associated with the Overland Freight & Transfer Co. of 217 Front St., a large drayage corporation, of which Major Tilden is president.

"To get an idea of how we handle a commodity," said I. S. Culver, manager of the Gibraltar Warehouse, "it is necessary to start with the railroad.

"The Belt Line railroad runs cars up on our spur tracks whenever we wish, for unloading. We are handling some sugar in sacks today, and our men run right into the cars with their hand trucks, load the trucks with six sacks weighing a hundred pounds each, and run the load into the warehouse to the foot of the large conveyor. One man, standing at the foot of the conveyor, pulls the sacks off one by one, while the hand truck is held upright and close up by its runner, and flops them onto the machine.

"The conveyor pierces through the

open hatchway, on the floor above, to a slanting height of about four or five feet. Having the machine adjusted to this height makes the handling of the sacks on the second floor easier for the men upstairs.

"On the second floor, so fast is the operation that it is necessary to have five men, equipped with hand trucks, to keep up with the flow of sacked sugar. Each man runs his truck directly under the end of the conveyor, standing it upright. A mere tug, on his part, at a sack projecting off the end of the conveyor, flops it into the proper position on his hand truck. When he has his six bags loaded, he rolls away his truck and the next man steps in, and so on. We keep enough men busy on this end of the job to ensure steady operation of the machine without stoppages.

"On the second floor, and the others as well, is where the short electric conveyor, called the 'piler,' comes in handy. By its use three men can pile the merchandise right up to the ceiling as fast as the others can bring it to them. It is the skeleton build of these conveyors which makes them especially valuable in a warehouse. Were the piler of heavy, unwieldy construction it could not be used to stack the sacks close to the ceiling, which would necessitate much hand labor on the part of the warehouse men under very uncomfortable conditions.

"The conveyors are reversible and can be used for reducing the piles, and for

sending the commodities 'downstairs' for shipping out, as well as for the receiving end of the business.

"The machines can be adjusted to any angle, or slope, desired; are equipped with wheels on which the whole installation can be moved about the warehouse as required, and we will unload three cars now in the same time it used to take us to unload two, before installing them.

"In addition to the conveyors and pilers, we also have two 3-ton and one 2-ton freight elevators for handling those commodities which cannot be sent up on the conveyors or stacked up by the use of the 'pilers.'

"For work for which they are designed, the two types of warehouse handling machines in use here are excellent, and it is due largely to their use that our speed *per diem* has been so greatly increased.

"In addition to making it feasible to do more work with the same sized warehouse crew, the work is made far easier for the force than it was under former conditions. And the appreciation of the personnel of these better working conditions shows up in the reduction in labor turnover, as well as in increased 'production.'

"The correct designation for such machines in this section of the country would be 'labor-helping' rather than 'labor-saving' devices."

Here Are Two Labor-Saving Ideas Operating Successfully in Plant of Los Angeles Warehouse Co.

IN order to prevent the dropping of heavy loads, which is likely to result in damage to goods and workmen—this more than once had happened—the Los Angeles Warehouse Co., Los Angeles, has attached an extra brake and locking device to the hand elevator which is used for piling barrels of syrup and other heavy articles.

Sometimes in lifting a load the crank would slip off the end of the axle, permitting the platform to drop before the hand brake could be seized and operated. Or, in lowering a load, careless operators occasionally lost control of the machinery, allowing the platform to drop.

A ratchet wheel six inches in diameter was slipped over the drive journal and bolted fast to the hand-brake disk. A spring dog works into the notches of the ratchet wheel and is controlled by a wire connected with the foot brake.

The latter consists of a round 12-inch disk bolted to the bottom of the elevator frame, directly underneath the ratchet wheel. A foot lever is used to tighten a brake band, which fits over the disk. The lever is raised by a long coil spring.

As the elevator platform is raised it is automatically locked in all positions by the ratchet wheel, which is prevented from turning backward by the spring-

operated catch. In lowering the platform the catch is pulled back and held there by pressure of the foot upon the brake. Additional pressure and use of the hand-brake prevent the platform from dropping too fast.

If the foot is removed from the brake lever the dog springs into a notch in the ratchet wheel, automatically stopping the downward motion of the platform. It will thus be seen that there are three things to prevent the dropping of goods: hand lever, ratchet wheel and foot lever.

This device is the invention of the company's warehouse foreman, John Broadhead.

Making the Elevator Work

AN appliance whereby the warehouse elevator is used to move heavy goods onto and around the loading platform has been devised by John Broadhead, foreman of the Los Angeles Warehouse Co., Los Angeles.

It consists of a two-inch rope fastened to the bottom of the elevator and run through a pulley attached to the bottom of the elevator pit, the other end of the rope being fastened to the load to be moved. Inasmuch as the elevator has a lifting capacity of two tons, it is

able to move easily the heaviest goods handled by the warehouse.

The inner end of the rope is attached to a short piece of heavy chain, the end links of which are slipped over double-tree clevises and the latter bolted to the two middle joists which support the floor of the elevator. The pulley is hooked to a half-inch rod, fastened to the inner side of the bottom of the elevator pit. The outer end of the rope is attached to another short chain, which has a hook at the end to facilitate fastening it to the object to be moved.

By running the rope through snatch pulleys, fastened to one or more of the concrete pillars which support the upper floors of the warehouse, an object can be moved in almost any direction. Very heavy goods sometimes are moved on rollers, which are "cut" to send the object in the desired position.

Heavy vehicles and other wheeled goods are moved up either of the sloping driveways by means of this device. Bodies of oil trucks and electric transformers—the latter weighing two tons each—are some of the heavy, unwieldy goods recently moved by elevator power, relieving warehousemen of much back-breaking work with handspikes and crowbars.

"Can you change a
dollar?"

TWO BITS

"Sure! Turn it over."

Vol. VII. No. 5

A Bit Here, A Bit There

Gotham, November, 1926

EVERY now & anon—i. e. to say, every so often—some internal urge, either vicious or sentimental as the case may be, impels Ye Ed. of "Two Bits" to bust out unimportantly into verse-manufacturing.

Having got the so-called poetry out of our restless system, repose descends upon our editorial soul, & thereafter for a yr. or so we can go on taking things lightly, regarding all circumstances facetiously, laughing gaily when the price of gasoline goes up a ct. a gal., & even sneering indifferently when we lose a tux shirt-stud.

Some mos. ago Ye Ed. fashioned some verse which we called "The Bridegroom's Prayer" & published it in "Two Bits" & the storagers' industry was fearful as to our personal health. Both the industry & Ye Ed. survived the shock, however, & time passed, like it usually does—

& then, of late, that darned internal urge thrust itself, either viciously or sentimentally as the case may be, into Ye Ed.'s placid existence, & we were impelled once more to bust out unimportantly into verse-manufacturing.

What happened? Well, what happened is printed adjoiningly on this page this mo. (Nov.), & whether anybody in the storagers' industry reads it doesn't matter, so far as we can see.

The foregoing is offered as an explanation & not by way of apology. This particular page belongs to Ye Ed. to print what we like on it, & if we elect to get sentimentally reverent or reverently sentimental as the case may be, who is going to stop us? Nobody is, that we know of.

But seriously, fellow storagers, our herewith humble offering, "The Eternal Spirit," is dedicated to those among you who possess a certain memory the nature of which it is unnecessary to mention if you will read the lines. Personally we have been cherishing that memory for ten years past. It is a memory that enriches the existence of every man who has it, is it not?

Well, anyhow, likely as not Ye Ed. will not publish another so-called poem for many mos. to come. (Cheers from the industry!)

The Eternal Spirit

*Dedicated, With Reverence, to Every Man Who
Remembers His Mother Who Has Passed On*

By Kent B. Stiles

(To M. A. A. S., Nov. 28, 1916)

Mother, Mother, sacred friend,
Yours (they said) the journey's end!

* * * * *

Memories of blessed years
Hallow, hallow all my tears.

Not since Virgin Mary died
Had God beckoned to his side!

One so pure in soul as you,
One so beautiful and true,
One so gentle, one so sweet,
One so brave when came defeat.

You, that Mary's counterpart,
Cloistered are within my heart.

There you yet watch over me,
Guiding all my destiny,
Shielding me in storm and strife.

As you did when here in life,
You yet comfort, care for me,
Voicing silent prayer for me.

* * * * *

Mother, Mother, sacred friend,
For you there is no journey's end!

Gotham Notes

Phil Gerhardt, the Gotham storager, went of late to Europe, where he is.

Herb Bragg, the Gotham forwarder, & How Tierney, the Gotham insurer, became, our reports are, proud papas of late. Fathers, etc., are doing well so far as we know.

Ed Morton, the Gotham storager, was to Syracuse of late, on business.

Love Crutcher, the ex-Kansas City ex-storager, got back of late from Europe, where he was.

Bill Bostwick, the Gotham storager, was to Chicago of late, on business.

Ye Ed. of *Two Bits* has been a bit here & a bit there of late, partly on business but mostly on pleasure-bent.

No. 8

Success Story

Alexander Fleming

Let's Take the Old Family

"Business Doesn't Come to You—You've Got to Go Out and Get It"

THE man who "made his money" after forty is not an unusual figure in the business life of the country these days. But the man who makes a success of life after forty in a new business and in a strange country is something else again. Such a man is Alexander Fleming, general agent of the Terminal Warehousing Co., Ltd., Montreal, Canada.

Mr. Fleming was born in Scotland and brought up near the sea. As a youth he dreamed of a life of adventure visiting far away places as a carefree roamer. But business claimed him instead, and twenty-one found him engaged in the prosaic activities of the wholesale provision business in Glasgow.

Conditions were most difficult owing to the keen competition. As the years passed, the cooperative system gradually gained control of the markets, thus forcing the smaller enterprises out. So it happened that at forty Mr. Fleming found himself virtually without a means of livelihood.

Comes Overseas

His thoughts then naturally returned to the hopes and aspirations of his boyhood days back beside the tossing sea, and he decided to try his luck in Canada. Wasting time and money as a passenger en route to the new land did not exactly suit his purpose at the time, so he engaged himself as watchman on a liner bound for England's largest colony. Three days out the ship encountered a hurricane and Mr. Fleming spent one never to be forgotten night helping the captain maintain calm among the six hundred panic stricken souls on board.

During his first year in his new home Mr. Fleming worked for the Canadian Pacific Railway, thus gaining a knowledge of the railroad lines all over the Dominion as well as in the republic to the south. At the end of that time a friend recommended him for a position as bookkeeper with the Terminal Warehouse & Cartage Co., then a private concern that since passed into the hands of the Canadian National Railway system, by which it is operated under Government supervision with Mr. Fleming as its manager.

Warehousing was new in Mr. Fleming's early days—perhaps that was one reason why the company's books were in

very bad shape. At any rate, by the time the long columns of figures in the ledgers were balanced and the report sheets all properly made out and filed away, Mr. Fleming had become interested in the business. So he went to the general manager to report that the books had been put in perfect condition and to ask for a chance to go out and educate the general public as to what a warehouse really was for. As a solicitor his greatest pleasure in life was to watch the business grow. Getting new patrons became his hobby. His cheerful outlook on life and his methodical handling of business affairs won him many friends. In ten years he increased the company's clientele to five times its former volume.

Finally so many customers came to the warehouse and demanded that they be allowed to transact their business with him personally that he was obliged to remain inside and educate an understudy to go out on the road. Then they made him manager.

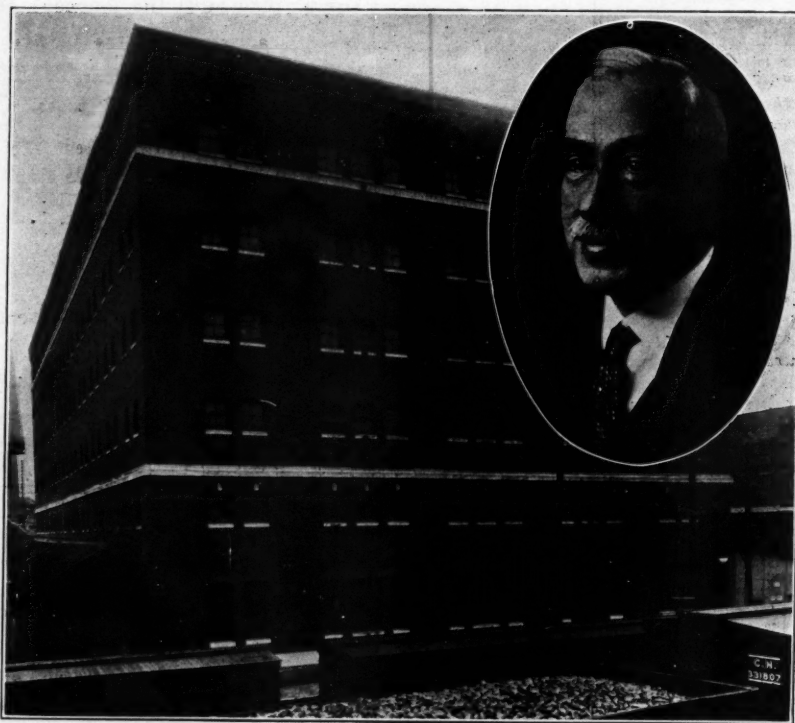
"Business doesn't come to you—you've got to go out and get it," is his motto. He can cite you instances of enterprises that have passed out because they stopped telling the world about their wares. So it is a part of his very religion to advertise—not lavishly but consistently.

The warehouse directed by Mr. Fleming was built in 1906 and it

stored large quantities of wine and liqueurs before the war. Now it specializes in the storage of merchandise, and operates also grain warehouse No. 5, a large elevator reached by railroad tracks on one side and the Lachine Canal on the other. This is a daily port of call for tramp steamers plying the St. Lawrence River and the Great Lakes. To these there soon will be added a large cold storage building where perishable commodities such as fruits, nuts and so on may be kept in warm weather.

Mr. Fleming is president of the Montreal Warehouseman's Association and second vice-president of the Canadian Storage and Transfermen's Association. He takes a keen interest in sports, being president of the Eastern Rowing Association of Canada, and vice-president of the Lachine Rowing Club of Montreal, which recently captured a handsome silver cup from

(Concluded on page 54)



Stories

Album Out of Storage!

No. 9

H. H. Chamberlain

"Plan Your Work and Then Work Your Plan"

PLAN your work and then work your plan might well be the shortest way for H. H. Chamberlain of Minneapolis to describe the steps which led him from a paid employee at a nominal salary to the presidency of one of the largest and best equipped warehousing concerns in the country—the Boyd Transfer & Storage Co.

For fourteen years Mr. Chamberlain directed the activities of the carriers who distributed the *Minneapolis Journal*. But, like other ambitious young men, he had visions of owning a business of his own.

The opportunity came in 1892, when the Boyd company was thrown on the market on account of the death of Mr. Boyd. The price asked was \$3,500—a sum far beyond the reach of the young circulation manager, who had only a few hundred dollars saved up.

Mr. Chamberlain, however, was determined to get into something for himself, so he organized a syndicate composed entirely of members of his own family—two brothers and a brother-in-law—and among them they raised enough to make a first payment on the business.

Then came the country's financial crisis. Banks were closed on every hand and, what was equally distressing for the youthful business venture, many of its customers failed.

Life was very exciting in those days, Mr. Chamberlain now recalls. From '93 to '96 everything was "shaky," to use the veteran storage executive's own term. But the Boyd company, under its new ownership, managed to weather the storm, due to the fact that its young president continued to "hang onto his job" with the newspaper. That, he says, "kept things going" so that all of the Boyd company's earnings were turned back into the business, until gradually the firm accumulated a capital investment that now amounts to something like \$500,000.

As soon as business conditions became normal and the Boyd company had put itself on a firm footing financially, Mr. Chamberlain severed his connection with the *Journal* so that he could devote his entire time to his own growing enterprise. The brother-in-law who was interested in the firm died and one of the brothers moved to the northern part of the State. This necessitated the taking over of their shares in the business.

The Boyd company now operates a plant that covers almost two entire city blocks. Supplementing its own modern fireproof building the firm has its own blacksmith shop and its own box factory. It also makes and repairs its own vans—nearly thirty are kept constantly on the road—and from this branch of the business there has developed a prosperous Hudson-Essex automobile agency which is now an important part of the Boyd organization. In conjunction with the main building, which is devoted solely to the storing of household goods, the company maintains also several freight sheds where merchandise is cared for.

Asked if he would advise young men to follow his example by trying to hold a job and run a business at the same time, Mr. Chamberlain hesitates.

"It's a good way for a fellow to start if he is fitted for it," he says.

He points out that some of the best employees would not be a success "on their own" because they are not financiers.

"Some go into business who shouldn't," he declares. "It all depends upon the natural bent and capacity of the individual."

Seeing "Teddy"

One of the high lights of Mr. Chamberlain's career—and which he recalls with pleasure—was while Theodore Roosevelt was President. At that time it was cus-

tomary for persons having small shipments of goods to be sent from the East to the West to pool their goods, making joint shipments and sharing the saving in the expense. Eastern railroads decided to put a stop to the practice and refused to accept carloads of freight unless they were owned entirely by one individual shipper.

That was a sad blow to the public warehouse industry, as it threatened to put an end to the forwarding business should the railroads' policy continue in effect.

So Mr. Chamberlain and Martin Bekins of Los Angeles were delegated to go to Washington to appeal to the President on behalf of the industry. They were accompanied by a representative of the Trans-Continental Freight Co.

The delegation was kindly received by Mr. Roosevelt's secretary, Mr. Loeb, who immediately secured them an appointment to see the President—on condition that they would give

(Concluded on page 54)



IF YOUR LANDLORD GETS HUFFY OR MEAN,
JUST CALL THIS MAN'S OFFICE, SERENE.
SAY, "COME GET MY STUFF,
THE LANDLORD'S BEEN ROUGH"
FOR STORING AND HAULING HE'S KEEN.

FROM THE LEGAL VIEWPOINT

By Leo T. Parker

Status of a Mortgage and Lien

LEGAL EDITOR, *Distribution and Warehousing*: On Feb. 10, 1925, we made a shipment to our order, notify C. E. Tracy, c/o W. C. Reebe & Brother, 2225 North Clark St., Chicago, consisting of 22 items of household goods, on which our charges (including cash prepayment of freight, \$21.73) amounted to \$116.97.

It developed, after the goods left St. Louis, that they were mortgaged prior to shipment to a local time payment store—the Union House Furnishing Co. Mr. Tracy had some bad luck and he stored his furniture, on its arrival in Chicago, with W. C. Reebe & Brother; he stated he would come in within a few days and pay the bill, but he failed to do this and the goods are still in the Reebe warehouse in Chicago.

On May 26 we asked Reebe & Brother to hasten collection on the shipment, and on June 10 we advised Tracy that unless he paid us at once we would have to sell the goods to satisfy our lien. On July 9 Reebe wrote us for instructions as to whether or not we would prefer to have the shipment stored in our name, and on Sept. 23 the Lehman Piano Co. advised that they had a phonograph in the lot, which we secured for the Lehman people upon their payment of a *pro rata* of storage and packing charges. Later it developed that the Union House Furnishing Co. held a valid Missouri mortgage prior to when we received the furniture for storage.

Answer: The law, generally, is that a properly recorded chattel mortgage is effective and prior to a lien such as you have. Therefore, in consideration of the Missouri mortgage being recorded before you received the goods for storage, the Union House Furnishing Co. is prior to you.

Suppose the Missouri mortgage was recorded before the goods were received by yourself, and that you knew nothing of this mortgage, and the Illinois mortgage was not in existence, and during the time the goods were in your possession the Missouri mortgage should have been refilled, but was not. Under these circumstances the Union House Furnishing Co. is last, Reebe second, and you are first.

But if you knew of the first mortgage, whether or not it was properly refilled, then the Union House Furnishing Co. is first, because knowledge of the existence of a chattel mortgage gives the mortgagee prior rights even though it is not refilled in accordance with the laws of the State wherein it is originally recorded.

Presuming the Missouri mortgage is

in good standing, and that the Union House Furnishing Co. did not know that Reebe had possession of the goods, the Union House Furnishing Co. is first, you are second, and Reebe is last.

It is important to know that a mortgage is just as effective to persons who have knowledge of its existence whether it is refilled when required. The same is true of a lien if it is recorded. Also, subsequent holder of a mortgage comes before the holder of a lien, provided the holder of a mortgage had no knowledge that the lien existed. Otherwise, the unrecorded lien comes first.

It has been held that when a chattel mortgage has been recorded in one State and the property has been re-

his acts and conduct are such that the keeper believes the mortgagee has control or management of the goods.

Liability of Furniture Haulers

LEGAL EDITOR, *Distribution and Warehousing*: About two or three years ago we were hauling a car of furniture samples and this load of furniture caught on fire between the exhibition building and the railroad yards.

This furniture was packed by the manufacturer's own furniture packers, we being hired only to haul same to the railroad and load in car.

This furniture consisted of reed furniture wrapped in excelsior and paper and was burning after he got about four blocks from the building at which he loaded. The driver was sitting on top of the load on the left hand side and the fire was discovered by a pedestrian. It was discovered on the right side of the wagon on the bottom of the load.

Our driver was not smoking at the time and the shippers do not claim any negligence on our part. In this instance, you understand, we were not hauling this from one railroad to another railroad, but were hauling this from a building located downtown to a railroad. If we can show the shipper that we were not public carriers in this instance they will drop their case.—*Columbian Storage & Transfer Co.*

Answer: A Court has recently explained the method of arriving at an answer whether or not a carrier is a common carrier by saying:

"First he must be engaged in the business of carrying goods for others as a public employee, and so hold himself out; second, he must undertake to carry goods of the kind to which his business is confined; third, he must undertake to carry by methods by which his business is conducted and over his established roads; fourth, transportation must be for hire; fifth, an action must lie against him if he refused without reason to carry such goods for those willing to comply with his terms."

In still another case the Court held that a common carrier is one who generally holds himself out to carry goods for any and all persons, whereas a private carrier is one who takes goods for transportation only in special cases.

In *Ark. v. Smoker* (139 S. W. 680, 100 Ark. 37), the Court held that a firm engaged in the business of moving goods is a common carrier, although of course the firm must have held itself out to haul for all persons who requested the services. Also see *Hastings v. Chicago*,

What Don't You Know?

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

moved to another State, the mortgage remains good even against a *bona fide* purchaser of the goods in the State into which the property is removed, although the buyer did not know the mortgage existed.

It has been held that a lien is ineffective when an agreement is entered into between the holder of the lien and the debtor. Moreover, possession of the property ordinarily is necessary to the creation of a lien, and when the property is voluntarily released, the party is divested of the lien unless a contract specifies other relations, or the lien is perfected according to the laws of the particular State in which the holder is located.

If the Union House Furnishing Co. did not know that the goods were in the possession of Reebe, then both of the mortgages undoubtedly are effective against Reebe. On the other hand, it has been held that the fact that the holder of a mortgage has a lien on goods stored does not make him liable for the amount of the storage, unless

(135 Ill. App. 268); *Johnson v. Chicago*, (136 Ill. App. 368).

Also, in *Lawson v. Commally*, (175 Mich. 375), the Court held the operators of moving trucks to be within the meaning of "Common Carriers." Same in 70 Wash. 645.

Generally, a common carrier is liable except where loss occurs from act of God, a public enemy, or of public authority, or from the inherent nature of the goods.

I should say that you are liable unless you can introduce evidence to show that

the fire originated from such cause as spontaneous combustion, or that it was on fire before you received it, or unless you only haul on special occasions and not for all persons who call upon you. The fact that you haul from manufacturer to railroad is of no consequence.

Some Reasons Why There Are Failures in the Truck Owners' Field

WHY do freight and passenger haulers go into business with every condition favorable to their success and fall out before the end of the first twelve months?

On the theory that the people most competent to answer this question are the operators themselves who have built up their businesses from the inception, successfully battling their way through vicissitudes and dodging the pitfalls that entrap their less skillful or less lucky contemporaries, *Operation and Maintenance*, the fleet owners' business paper, published in Philadelphia, recently sent a questionnaire to such people.

"In analyzing the causes to which our correspondents attribute their early difficulties," according to H. Lionel Williams of the paper's editorial staff, "it is no easy matter to arrive at the true fundamental reasons.

"For example, some of them may lay their troubles to shortage of working capital, whereas others in precisely similar circumstances would get by because of better organization. The difficulty there is to decide whether the real cause was lack of capital or poor organization.

"In the replies to the questionnaire received to date, there are eight prime causes given for failures. By far the largest number attribute their troubles to lack of knowledge of their business, next comes lack of capital, thirdly, ignorance of or failure to keep cost records, next lack of efficient supervision, then poor technical and mechanical help, poor drivers, extending too much credit, and lastly unsatisfactory relations with employees.

Two Types

"Generally speaking, operators of buses and trucks may be divided into two classes (a) those who were engaged in the same kind of business before the advent of motor transportation, and (b) newcomers to this field. Big money is being poured into the bus operating business and the smaller men are being bought or driven out. The difficulty of obtaining franchises and the competition of electric railways and others, militate against the entrance of the small one-man concern into the bus business, and this difficulty becomes greater every day. With these changing conditions better business methods are being adopted and the possibilities of failure minimized.

"In the truck field, however, there appears to be no end to the influx of new operators. No sooner has one gone to the wall than two spring up to take his place.

"Lack of education, while not confined to any one class of operator or even size of organization, is most generally found where little capital is needed to start in business. . . .

"Lack of appreciation of the necessity of keeping cost is one of the incidentals to lack of education, and even when these people establish a rough and ready cost system of their own they nearly always neglect to include an item for salary for themselves. Consequently they look upon the biggest part of their earnings as clear profit—until they have to pay someone else to do the work they themselves were doing for nothing."

The "Pirate"

Mr. Williams quotes a "prominent eastern haulage contractor" as saying:

"Most of the old line drayage concerns that went into motor trucking were well fixed financially and their capital investments in trucking equipment were made as needed. To the outfit that started in contract trucking, the pay-as-you-go temptations stimulated over-optimism, and when a lull in the demand for service took place, notes were not met and repossessions resulted. This was further augmented by sales financed by truck dealers to persons whose credit did not warrant the risk, and who never should have been permitted to get equipment with which they could pirate against responsible truck purchasers.

"To the intelligent man, equipped with the desire to acquire knowledge, the mass of printed material, exhaustive cost studies, suggestions and experiences available through trade periodicals, have always been most helpful."

Mr. Williams says further:

"Another interesting slant on the lack of business knowledge is given in the experience of a warehousing company, to whom, of course, trucking facilities are of first importance. Their letter says:

"The problems that confronted us in the early history of our business were, first of all, lack of knowledge of the business, improper selection of executives, and difficulty of building an organization generally."

"At the present time the president of this company feels that the tendency is toward extravagance in design of warehouses and being over-optimistic as to the need for additional trucking facilities. He suggests that in this particular business a careful study should be made of the percentage of labor to gross income, as labor absorbs from 30 to 40 per cent, and this, combined with overhead labor, which includes office help and executives, absorbs 50 to 60 per cent of the gross income. Too much attention, he emphasizes, cannot be paid to the percentage of overhead cost to gross income. . . .

"Most one-man operations are handicapped from the start by lack of capital, and many of the larger companies find themselves in a similar predicament. What happens under these circumstances is concisely stated by a Southern truck operator, who says: 'We were under-capitalized, which made it extremely difficult to finance the amount of business we were handling in an efficient manner. It was always possible to get by, but the handicap of under-financing increased our overhead and reduced our efficiency.'

"On the other hand, a well-known Chicago operator asserts: 'I imagine an accurate survey of the situation by arithmetical count would show failure due to lack of capital, but in my opinion this is not as important as ignorance of the proper cost basis and failure to provide efficient supervision. These last two are the fundamental causes, and lack of money is the apparent cause only.' . . .

Fly-by-Nights

"Of course the fly-by-night operator is the thorn in the flesh of most serious operators. As one correspondent says: 'We always investigate local conditions and have a reasonable basis for establishing our rates. We do not feel that we are yet at the point where we are getting full value for our work. This is due to the fact that there is an oversupply of small operators who are willing to take work at any price to keep busy.'

"Why is the fly-by-night operator? That question is not so easily answered, but the solution would certainly eliminate a lot of problems for the bus and

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WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is of general interest to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

Association Dues Are Deductible from Federal Income Tax

Appeals Board Holds Such Payments to Be Necessary Expenses

A RECENT ruling by the Federal Board of Tax Appeals, Washington, D. C., in connection with trade association dues, should be interesting to warehouse companies which are members of national, sectional, State or local trade bodies operating within the public storage industry.

The Board of Tax Appeals held that payments, by a brewery corporation, of dues to a brewery association organized and legally conducted for the purpose of furthering of the interests of its members are ordinary and necessary expenses deductible from gross income in the corporation's income tax returns.

The ruling was made on an appeal, by the Independent Brewery Co., Pittsburgh, from the determination of a deficiency in income and profit tax for the year 1919.

The question at issue was whether the taxpayer was entitled to deduct from gross income, in its Federal income tax return for 1919, amounts paid as dues to various brewery associations.

The taxpayer in this case is a Pennsylvania corporation with its principal office in Pittsburgh. In its income tax for 1919 is deducted from gross income amounts paid brewery associations as follows:

Western Pennsylvania Brewers' Association, \$1,896.88; Westmoreland County Brewers' Association, \$524.12; United States Brewers' Association (attorney's fees), \$8,340.16. Total, \$16,997.16.

The Western Pennsylvania Brewers' Association was a trade organization carried on by brewers of western Pennsylvania. During 1919 it maintained an office in Pittsburgh where the brewers from the vicinity of the city met and discussed matters of interest to them. It was not used or intended to be used in lobbying for the promotion or the defeat of legislation.

The Westmoreland County Brewers' Association was a small trade organization maintained by the brewers of Westmoreland County; no part of the money paid to it was expended in lobbying for the promotion or the defeat of legislation.

The United States Brewers' Association was a large organization to which the principal brewers throughout the United States belonged. Its income was used for the promotion of the interests of the brewery industry. It

maintained an office at Washington, D. C. It was interested in contesting the constitutionality of the prohibition amendment to the Constitution of the United States and the contribution of the taxpayer to this association during the year 1919 of \$8,314.16 for attorney's fees was in connection with this litigation.

The taxpayer corporation was organized in February, 1905, at which time it executed a first mortgage to the Colonial Trust Company of Pittsburgh, as trustee, securing an issue of \$4,500,000 of bonds, 4500 in number of the par value of \$1,000 each. The original mortgage contained no sinking fund agreement. A supplement thereto was duly made and executed by the taxpayer on July 28, 1909, which provided for a sinking fund for the retirement of the bonds issued under the mortgage, the taxpayer agreeing to pay to the trustee not less than \$50,000 in each year, payments to begin on Dec. 1, 1911.

The majority opinion of the Board of Tax Appeals says:

"In the year 1919 the taxpayer paid dues to the Western Pennsylvania Brewers' Association, Westmoreland County Brewers' Association and the United States Brewers' Association. In addition, it paid to the last-named association \$8,340.16 as its pro rata share of the fees of attorneys employed by the United States Brewers' Association to test the constitutionality of the prohibition amendment to the Constitution. In its income tax return for 1919, the taxpayer has deducted the payment of these dues and attorneys' fees as ordinary and necessary expenses and the deduction has been disallowed by the commissioner.

"We think that the amounts paid constituted ordinary and necessary expenses. All of the brewers' associations mentioned were, so far as the record indicates, performing lawful services for their members and such services were in furtherance of the members' business. It does not appear from the record that the taxpayer was under any legal obligation to make a contribution for the attorneys' fees, but it was perfectly legal for the brewers' association to test the constitutionality of the prohibition amendment and the payment by the taxpayer of its proportion of the fees was an ordinary and necessary expense of doing business."

Pennsylvania Merchandise Warehousemen Want Government to Define Term "Agricultural Products" as Applied to U. S. Warehouse Act

ARE "canned goods"—more especially canned fruits and vegetables—an agricultural or a manufactured product? On the future interpretation of the quoted expression, as embodied in the 1923 amendment to the United States Warehouse Act, pivoted most of the interest and discussion at the annual meeting of the Pennsylvania State Warehousemen's Association, held at the Union League Club, Philadelphia, on Sept. 21.

Nineteen members and guests attended the dinner and business sessions, and many took part and all were absorbed in the consideration of the disposition by the U. S. Department of Agriculture to extend the application of the Government's Warehouse Act in such a way as possibly to hamper the business of the merchandise and cold storage branches of the warehouse industry.

So aroused to the necessity of a defensive attitude were the members that two resolutions on the subject were adopted, looking toward immediate and vigorous steps to combat what appeared to the Pennsylvania storage executives to an attempt on the part of the Department of Agriculture to build up a big bureaucratic warehouse industry with the canners, thus diverting business from large distributing centers where public warehouses are operated.

Asks A. W. A.'s Aid

The first of these resolutions was to the effect that the Pennsylvania association take the situation up at once with the officers of the American Warehousemen's Association as being of national importance, petitioning the major organization to get a definite interpretation of the amended Federal Warehouse Act in its relation to the precise meaning of the term "agricultural products" through an attorney, to learn whether the amended Act may rightfully be extended to cover canned goods, such as fruits and vegetables, instead of solely strictly agricultural products in their generally accepted meaning.

The second resolution authorized the Pennsylvania association's president, Philip Godley, Philadelphia, to protest over his own signature against the extension of the Federal Warehouse Act to include such commodities and to write to the presidents and boards of directors of other State warehousemen's associations in the country, inviting their co-operation and requesting them to join in enlisting the aid of their Senators and Representatives at Washington in this movement.

The Pennsylvania members reelected officers as follows:

President, Philip Godley, president Godley's Storage Warehouses, Philadelphia.

Vice-president, John B. S. Rex, president Rex & Co., Inc., Philadelphia.

Secretary, Robert L. Spencer, Pitts-

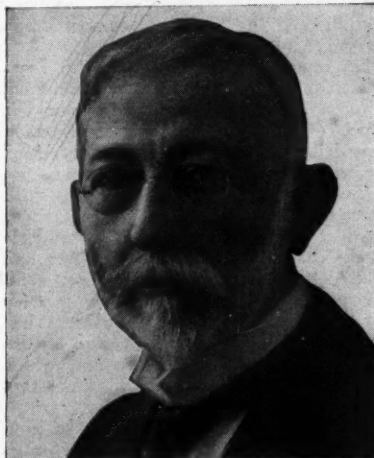
burgh, warehouse superintendent Pennsylvania Railroad Co.

The following were chosen directors: Merchandise division, H. A. Bieten-duefel, superintendent Duquesne Warehouse Co., Pittsburgh; E. V. D. Sullivan, vice-president Terminal Warehouse Co., Philadelphia, and R. A. Sylvester, owner Sylvester Storage, Pottsville.

Cold storage division, J. A. Mooney, manager Industrial Cold Storage & Warehouse Co., Philadelphia; Harry C. Reber, president Reading Cold Storage & Ice Co., Reading, and C. L. Schaub, secretary Union Storage Co., Pittsburgh.

President Godley, after adjournment from the dinner to a special meeting

Philip Godley



Re-elected president of the Pennsylvania State Warehousemen's Association, Mr. Godley is leading the fight against the Department of Agriculture's action in broadening the scope of the U. S. Warehouse Act to include canned goods

room, called the business session to order. In making his annual report he said in part:

"Your president feels that a general use of the uniform warehouse receipt should be fully understood and considered. This receipt has the approval of the United States Department of Commerce and of the national association of warehousemen, the American Warehousemen's Association.

"In view of the action of the United States Department of Agriculture, and its disposition to extend the provisions of the Federal Warehouse Act to commodity after commodity, and its continuing propaganda booming its claim to superiority in the establishment of credit for merchandise collateral loans, it behooves every warehouseman, in order to protect his name and his business, to

help establish uniformity and to convince bankers in every city and town in our State that the responsibility and integrity of our warehouse receipt is not exceeded by any other form.

"Your president, having had close and strenuous relations with the U. S. Department of Agriculture on the general principle involved in extension of the Federal Warehouse Act to other than strictly 'agricultural products,' induces him to feel the importance of the question which will be more fully developed under discussion.

"After some two years of consideration—and at various meetings in the offices of the U. S. Department of Commerce—warehousemen, shippers, traffic men, bankers and insurance men gathered for the purpose of agreeing on simplified and unified forms covering terms and conditions for warehousing.

"Under the lead of the Honorable Herbert Hoover, his department has rendered its approval of the terms and conditions finally decided upon, and the warehousemen are asked to accept and use these approved terms and conditions, and, in the opinion of your president, it would be most becoming that we uphold the Honorable Herbert Hoover to the utmost of our ability."

During the discussion of the Warehouse Act, Mr. Godley reported that he had talked with H. S. Yohe, in charge of administering the Act, regarding the recent extension to cover canned goods, and had questioned the right of the Department of Agriculture to make such extension. The original Act, as unamended, was limited to cotton, wool, flaxseed and a few other commodities which were specifically named, Mr. Godley pointed out, but in the amendment all specific commodities were omitted and the term "agricultural products" was used instead.

An Attorney's Opinion

Mr. Godley brought out that he had obtained from an attorney the opinion, adverse to his own viewpoint, that the U. S. Department of Agriculture had the right to extend to "canned goods," including fruits and vegetables, the application of the amended Federal Warehouse Act, and that such canned goods were the same as an agricultural product, even though brought into preparation for consumption through a manufacturing process.

Mr. Godley maintained that he did not see the necessity for accepting the opinion of this attorney as final. He added that he believed such interpretation of the Act to be in opposition to what Congress had intended in the measure, and that he did not see where such extension might end, and that the U. S. Agriculture Department, in pressing its claims to superiority in the establishment of credit for collateral loans in this manner, would be seriously handicapping the

city warehousemen and threatening the integrity and sanctity of their own warehouse receipts.

George M. Richardson, Philadelphia, and H. A. Bietenduefel, Pittsburgh, expressed their views of the intentions of the U. S. Agriculture Department in extending the amended Federal Warehouse Act, the former showing how, under the Government plan, any warehouse, such as that established by a canner, might apply to the department for a license, pay a fee, appoint a custodian not on its own payroll, and proceed to operate, thus eliminating the necessity for shipments to large distributing centers. Fear was expressed over the outlook for the city public warehousemen should such extensions continue.

R. L. Spencer, secretary-treasurer, in his report announced that the association now had a membership of 33, having since the last annual meeting added six and lost two members. He reported that no legislation to place warehouses under State control had been introduced. As for House Bills 344 and 374, formulated by furniture dealers who are lenders on chattel mortgages and credit sales of pianos, Victrolas and the like (the first measure mentioned providing that warehousemen shall keep a record of all goods delivered and to whom such goods are delivered—which bills were passed by the House of the Pennsylvania State Legislature by a large majority and sent to the Senate Committee on Judiciary General), Mr. Spencer reported that the president had visited Harrisburg and addressed the Senate committee, which advised him that the bills were still in committee and that he would be notified whenever any action on them was contemplated.

Bills Opposed

These bills, introduced into the House originally by Representative Greenstein, the secretary said, apparently had as their object the reaching of household goods stored in furniture warehouses, but their phraseology was such that it could readily be declared by a Court to cover any and all classes of merchandise. This, he said, would entail a severe and unnecessary hardship on merchandise warehousemen, as well as on owners and shippers of commercial merchandise. Mr. Spencer outlined the activities of the president and the secretary in enlisting the aid of the Pennsylvania Furniture Warehousemen's Association, which had at first favored the bills, to offset them when it had been informed of the probable detrimental results to the interests of the merchandise and cold storage warehousemen.

Alluding to the election of the Pennsylvania association as a member of the Chamber of Commerce of the United States, with E. V. D. Sullivan as national counselor, Mr. Spencer reported that the Keystone State organization has, through its board of directors, voted favorably on the national Chamber's referendum No. 47—legislation respecting retail prices—and on referendum No. 48—relating to the merchant marine.

Mr. Spencer announced that President Godley has addressed a letter to Washington protesting against enactment of the proposed bill to establish the metric system of weights and measures in this country.

Compensation Insurance

At the request of the national Chamber, Mr. Spencer said further, Mr. Godley had written to all of Pennsylvania's Representatives in Congress, opposing enactment of the Fitzgerald Bill, a workmen's compensation measure designed to compel business men to place their insurance in a State workmen's compensation fund and bar them from placing their coverage with mutual or stock insurance companies. This bill, intended to be enacted for the District of Columbia, was being advocated as a model for the country rather than to meet needs within the District of Columbia, Mr. Spencer declared, and it was evident that its enactment would be detrimental to all forms of business. The Representatives have been urged by Mr. Godley, Mr. Spencer said, to support instead the Underhill compensation insurance measure.

"It may be of interest to the association to know," the secretary went on, "that a study has been made upon the effect of the wonderful transportation provided by the carriers recently upon the warehouse business in so far as spot stocks are concerned. I have the good fortune to have access to one of these studies, which showed that warehouse stocks east of the Mississippi River had been detrimentally affected 30 per cent. There has been some increase in pool car business and general business has been gratifying. There has been an upturn in space and office leasing, which suggests more permanency than haphazard spot stock carrying.

"There has been no building of consequence of general merchandise storage warehouses throughout the East, but some increase has been shown in cold storage. Building materials and labor costs are at present perhaps somewhat beyond the price at which warehouses may be constructed and operated profitably under the present obtainable storage rates and demands for storage.

"The New York Central Railroad has been elected to membership in the American Warehousemen's Association. This is exceedingly gratifying, and it is hoped that its subsidiary, the P. & L. E., will join both the American Warehousemen's Association and our association.

"There is no change in the rate situation for storage and handling in Pittsburgh."

Mr. Spencer read excerpts from the recent New York *Times's* editorial on hand-to-mouth buying, quoting President Grace of the Bethlehem Steel Co. in an article in the *Saturday Evening Post* and editorial excerpts from *The Iron Age*. (These editorials and Mr. Grace's opinions were set down in part on pages 32 and 33 of the October issue of *Distribution and Warehousing*.)

—K. H. Lansing.

American

ANNOUNCEMENT is made by Ralph C. Stokell, Chicago, executive secretary of the cold storage division of the American Warehousemen's Association, that the following companies have taken membership in that division:

Arkansas Cold Storage Co., Little Rock, Ark. W. A. O'Leary is president and C. E. Rose is vice-president and secretary.

Atlantic States Warehouse & Cold Storage Corp., Springfield, Mass. Clarence T. Tower is president and Howard E. Jackson is vice-president and general manager.

New England Cold Storage Co., Inc., Portland, Me. Alex T. Laughlin is president and Irving E. Varnon is secretary.

Reading Cold Storage & Ice Co., Reading, Pa. Harry C. Reber is president and Harry Hahn is secretary and treasurer.

John Repp Ice & Cold Storage Co., Glassboro, N. J. Joseph P. Repp is president and R. E. Zimmerman is secretary.

Rochester Ice & Cold Storage Utilities, Inc., Rochester, N. Y. Frank L. Conrad is president and George H. Matthews is vice-president and treasurer. This company, recently organized, absorbed various local concerns, including two A. W. A. cold storage division members—the Flower City Cold Storage & Ice Corp. and the Rochester Refrigerating Co., Inc.

Stevenson Refrigerating & Storage Co., Inc., New York City. Malcolm Stevenson is president and E. J. Brown is secretary.

Sherman White & Co., Fort Wayne, Ind. W. T. S. White is chairman of the board of directors, Edward Morris is president and H. W. Davidson is secretary and manager.

Connecticut

AT a meeting of the Connecticut Warehousemen's Association, held at the Hotel Bond in Hartford on Sept. 18, officers and executive committee members were elected for the new year as follows:

President, R. M. Ford, president W. M. Terry Co., Bridgeport.

First vice-president, Leonard S. Clark, treasurer Henry G. Drinkwater's Sons, Inc., Greenwich.

Second vice-president, C. B. Gardner, partner Gardner Storage Co., New London.

Secretary and treasurer, A. F. Gabriel, assistant secretary Bridgeport Storage Warehouse Co., Bridgeport.

Executive committee, the foregoing and John Moriarty, president Waterbury Storage Co., Waterbury; William H. Schaefer, president William H. Schaefer & Son, Inc., Stamford, and E. G. Mooney, president Hartford Despatch & Warehouse Co., Hartford.

The members discussed the proposed Eastern bureau of the inter-city removals bureau of the National Furniture Warehousemen's Association. Mr. Gabriel, secretary, submitted a report on the New York meeting of representa-



First annual outing and picnic of the Nebraska Warehouse and Transfer Association, held at Fontanelle Park, Omaha, on Aug. 21

tives of various Eastern associations looking toward the establishing of such a branch, and the Connecticut association voted to participate in any further conferences on the subject.

The Smedley Co., New Haven, was elected to membership.

Twenty-six warehousemen attended, representing fourteen member companies. Prior to the meeting they inspected Hartford's warehouses.

Nebraska

THE Nebraska Warehouse & Transfer Association held a meeting at the Elks' Club in Omaha on Sept. 2, the merchandise division members meeting in the afternoon and the moving and transfer members joining with the merchandise members in an evening session.

At the merchandise meeting the rates for handling and storing sugar were discussed, and it was the consensus of opinion that the present ones were not remunerative. Accordingly it was decided that 70 cents a ton for handling and 2 cents a bag a month should be the tariffs, effective Oct. 1. It was voted to notify the sugar brokers and refiners regarding the new rates.

The moving rates in Omaha were the feature of discussion at the evening session.

Armour & Co., Omaha, were elected to membership. The company was represented at the afternoon meeting by J. W. Jackson, manager of the local storage department.

At the Nebraska association's meeting, at the Lincoln Hotel in Lincoln on Sept. 16, the members discussed pool car rates on household goods to Pacific Coast

points, and it was voted that a committee should prepare a schedule of such tariffs to the principal coast cities. W. W. Koller, Omaha, president, appointed on this committee P. S. Fleming, chairman, and Melvin Bekins and Charles Knowles, the association's secretary, all of Omaha.

Local moving rates in Omaha were considered, and it was the consensus of opinion that the present rates were too low and that there should be an increase of 50 cents an hour not later than next spring.

The problem of sugar storage was again taken up, and it was brought out that the Nebraskans had remained firm on their quotations, but that by doing so they had lost business to a price cutter in Kansas City.

Long Distance Moving

Discussion of long-distance moving in the State indicated that conditions were somewhat demoralized, due largely, it was declared, to price cutting. To handle this situation President Koller appointed a committee comprising F. W. Putney, Lincoln, chairman; J. H. Loper, Lincoln; H. W. Borley, Hastings; W. H. Blakeman, Norfolk, and Mr. Robbins and Mr. Nielson, together with the president.

The Lincoln members, telling of local business conditions, described banking conditions as being good, the South Platte Valley crops as being poor because of drouth, and the residential sections of the city as being over-built by some 3000 homes; moving had been active, attributed largely to University of Nebraska enrollments, bringing many families to Lincoln.

President Koller appointed, as a membership committee, D. C. Carter, Lincoln,

chairman; H. W. Borley, Hastings; W. H. Blakeman, Norfolk; R. A. Mayer, Omaha, and J. H. Potter, Nebraska City.

The association elected to charter membership the Acme Transfer Co., Omaha; Star Van & Storage Co., Lincoln; Grand Island Storage & Forwarding Co., Grand Island, and Blakeman Transfer & Storage Co., Inc., Norfolk.

New York Port

THE Warehousemen's Association of the Port of New York opened the ninth year of its activity with a meeting held at the Whitehall Club on Sept. 21. General discussion during the roll call showed labor fair, receipts in general exceeding deliveries, pier space in demand, and collections fair. One member reported labor exceedingly scarce and bad and that he had found it necessary to call on stevedores for extra labor needed.

W. F. Firth, president, reviewing the summer work of various committees, emphasized that there was still much to be done in connection with the use of Army bases for warehousing purposes and of city piers for storage. He reported that, as result of a discussion by the board of directors with relation to regulation by governmental local and insurance authorities, the creating of a committee on bonded warehouses had been suggested.

H. E. S. Wilson reported that a committee of which he is chairman had taken the Army base situation up with the authorities and had been requested to furnish them with an estimated fair rental of the properties and that such an estimate had been submitted. Mr. Wilson said further that the lease of the Kenna

Terminal, Inc., Newark, N. J., had been cancelled by the Government and that the Federal authorities had advised that the rents now being received were similar to going market rentals.

In connection with the appointing of the new bonded warehouses committee Mr. Wilson offered the following resolution:

"Whereas, there is a large loss of goods sent to seizure rooin, the amount allowed by the Custom House being only a small portion of the bill of issue, and

"Whereas, it has been suggested by the Custom House that there should be some provision whereby the warehousemen should receive the full amount of their bill from the proceeds of the sale or some other arrangement made by the Treasury Department, therefore be it

"Resolved, that a committee to be known as the bonded warehouse committee be appointed by the president, and it shall be the duty of this committee to use every effort with the Custom House and Washington to remedy this evil; and it shall also be the duty of this committee to deal with all matters pertaining to bonded warehouses."

In connection with bonded warehouses the question arose of the right to open cases and inspect them. It was found that when there was a dispute as to the contents the storekeeper had the authority to open the package so that the contents might be ascertained, and in some instances had cords and seals to close the package.

Mr. Wilson offered the following resolution, which was referred to the new committee:

"Whereas, it has become the practice of the Custom House to extend general order time from twenty-four hours to forty-eight hours, and at times even longer, on the various steamships discharging in the port of New York, therefore be it

"Resolved, that the matter be referred to the bonded warehouse committee to arrange a conference with the steamship companies to get their views on this subject. It has been intimated that the steamship companies would welcome the discontinuance of this practice. Each company asks for the extension because their competitors do, but if they would all agree to eliminate the application for extensions there would be much less congestion on steamship piers and the warehousemen would receive better general orders.

It was reported that sugar in store in Newark was about 300,000 bags and that many claims for damage were expected because no dunnage was being used, resulting in mould, etc.

Refrigerating Engineers

The seventeenth annual convention and educational exhibition of the National Association of Practical Refrigerating Engineers will be held in Kansas City, Mo., on Nov. 2 to 5 inclusive. Convention headquarters will be at the Hotel Muehlebach and the exhibition will be staged in the city's mammoth municipal convention hall.

Canadian

IN furtherance of plans by the Canadian Storage and Transfermen's Association to develop a Dominion-wide trade organization with each Province having its own association, as discussed at the Canadian body's annual convention in Toronto last June, C. F. Basil Tippet, president, has recently completed a tour of western Canada, visiting Winnipeg, Saskatoon, Edmonton, Vancouver, Victoria, Calgary, Regina and other cities.

At Vancouver Mr. Tippet was the guest of honor at a dinner arranged by the local warehousing and transfer interests and in his address he sketched his definite task to weld into one unit all the industry's trade associations in Canada. He submitted an outline of proposed by-laws for an enlarged organization. Copies of these will be gone over by the association's officers and directors and later mailed to all the members for their consideration in advance of the next annual convention, to be held in Winnipeg next year.

Mr. Tippet continued:

"We are sending out a questionnaire so that we may get a definite idea of immediate problems with regard to rates and practices carried on in cities of Canada by all engaged in the business of cartage, merchandise storage, and household goods storage and moving. We hope all will interest themselves in replying to this inquiry.

"We believe that the cheapest way to distribute merchandise is through warehouses and with this in mind, and the selling of warehouse service, we propose circularizing all the manufacturers in Canada, and some outside of Canada, drawing their attention to the importance of fully recognizing public warehouses as a medium of distribution. Unquestionably it is cheaper to carry stocks in public warehouses rather than privately owned and operated ones. In the privately owned and operated warehouses, the overhead always goes on, whether during dull or peak seasons. In the case of the use of public warehouses, the storer pays only for merchandise in stock. The result is that during the peak seasons the stock can be increased, and the reverse during the dull seasons."

Furniture and storage firms in Vancouver report that they have never been so busy before as during the past few months, according to E. A. Quigley, Vancouver, secretary of the Canadian association.

"An unusually large quantity of household goods is being received in the city, daily," Mr. Quigley has informed the members. "One firm reports it has had an average of three carloads standing every day on the tracks for some time past. Many of the new residents are from Ontario. This is a contrast to the situation a year or two ago, when a majority of the newcomers were from the prairies."

Mr. Quigley added that St. John, N.

B., members had reported a satisfactory turnover in all lines; Montreal members as saying that business was good; Toronto, business "on high;" Winnipeg, "all lines busy;" Regina, conditions satisfactory; Saskatoon, good; Calgary, substantial, and Edmonton, reasonably good.

Regarding conditions in New Zealand Mr. Quigley has distributed the following information to the Canadian association's members:

"In Auckland, N. Z., cartage prices on commodity haulage in the first zone averages 2/6 to 3/- per long ton. For lorries or dump trucks, the basic rate in estimating is 13/6 for 3-ton trucks and 15/- for 5-ton trucks on the hourly rate. These 3- and 5-tonners, as they are called, are similar to the Canadian 2- and 3½-ton trucks. Fully 90 per cent of the auto trucks used in Auckland are of American manufacture. It is evidently cheaper to pay rent there than it is to move, because 'furniture vans' are not operated.

"New Zealand railways are owned and operated by the Government. Their capital value is \$250,000,000. The Government own and control all wharves, and the principal haulage is from the docks. They are well equipped to handle a tremendous amount of merchandise. The country is on the verge of big road development and heavy dump truck equipment is consequently in demand.

"The truck license system in Auckland is not as fair to the operator as that on this side of the ocean. In Auckland, the weight of load permitted on the highway is 10 tons gross. For this a fee of £75 per year is levied and with this there is an additional tax of £2 per year for all motor vehicles.

"In Auckland alone there are three cartage associations. In this respect the industry is over organized. It is said that the men engaged in the transportation game in Auckland do not work overly hard—they believe there is more in life than grease and horseflesh."

Pacific Coast

THE members of the Pacific Coast Furniture Warehousemen's Association have had under discussion recently a proposed change in moving rates. At present, the rate fixed by the association is \$4.50 for open trucks and \$5.00 for vans.

The suggestion to reduce these rates fifty cents per hour comes from the Bekins Van & Storage Co. The Bekins' organization representatives claim that such a reduction will have the effect of driving from the field a great number of single trucking outfits who are constantly undercutting.

The balance of the association membership call attention to the labor rates of \$6.50 per day for drivers and \$6.00 for helpers, for a nine-hour day, the highest wages prevailing in the West, as sufficient excuse for not reducing warehousing rates.

Illinois and Indiana Call Truce in Their Truck War

ILLINOIS and Indiana have entered into a working agreement by which motor trucks of each State may operate within the other without a license from both. Representatives of the Secretary of State of each met in Chicago recently to agree upon a truce.

Wholesale arrests, in each State, of foreign truck drivers, led to overtures toward a reciprocity agreement and this has been signed, sealed, and delivered. While there is vital difference between peace and truce, there is every reason to believe that Illinois and Indiana will no longer order the arrest of visiting truck drivers.

The Illinois authorities insist that it was never intended to arrest Indiana drivers doing a legitimate business in Illinois, but that the trouble arose over the discovery that some Illinois trucks were operating with an Indiana license, due to the lower fee in the Hoosier State.

Desultory engagements along the Indiana-Kentucky line continue. The Indiana truck driver may be arrested in Kentucky before he travels far, and, in retaliation, the truck drivers from those counties that enforce the State law of Kentucky are arrested when they reach Indiana.

Meanwhile there has been no change in the motor vehicle license laws in any of the States. The only change is in the attitude of the officials who are charged with the enforcement of the law.

"Telling the Public"

One of the most unusual advertising efforts in warehousing's history was made by the Edelen Transfer & Storage Co., Knoxville, Tenn., when that company opened for business on Sept. 20 its new six-story fireproof warehouse for household goods storage at 709-711 North Broadway.

The Edelen company used one entire section—eight newspaper pages of normal size—of the Knoxville *Sentinel* of Sept. 19 to tell its story. Advertising "copy" and editorial texts were combined to put over the story of the warehouse features and of the company's history as a business enterprise.

The front page was devoted to an invitation to the public to inspect the new building from 2 to 9 p. m. on the 20th. Orchestral music and souvenirs were promised, and the "kiddies" were told to "bring their roller skates," as one floor of the warehouse would be devoted to skating, with "all the free lemonade" the youngsters could drink. A large picture of the plant completed the first-page layout.

New York's Fall Moving

New York City's "fall moving rush" resulted in approximately 100,000 families transferring to new places of residence, it was estimated by E. J. Sullivan, secretary of the Van Owners' Association of Great New York, who said

that this exceeded by 40 per cent the number of removals around Oct. 1 last year.

A hunt for lower rentals was responsible for the increase, in the opinion of some of the warehousemen.

In a news story on the situation, the New York *Times* of Oct. 2 said:

"The average crew is three men to a van and the standard price \$12 an hour. This price varied according to the affluence of those moved, the distance and the work entailed. Those who did not make arrangements far enough ahead paid the highest, it was said. One man asserted that because his wife had neglected to engage a van in advance, he had to pay a bonus of \$15 to get one. Moving men justify the price asked because of the increased cost of doing the work and because of the long spells of comparative idleness. There has been very little extra business throughout the year, they said."

Book on Tire Tests

For the past few years the Bureau of Standards of the Department of Commerce has been making endurance tests of various brands and types of motor vehicle tires. The results are now published in a book which the department has issued—"Endurance Tests of Tires," by W. L. Holt and P. L. Wormeley, physicists. A copy may be obtained for ten cents.

In this paper are shown graphically test results of 230 cord tires of the 3½, 4, 4½ and 5-inch sizes and of thirty-six different brands. Photographs and descriptions of two types of endurance-test machines installed at the bureau are shown, together with a description of each and a short history of their development.

Gatter with C. & J.

Arthur J. Gatter, widely known in household goods warehousing, has resigned his connection with the Brock Van & Storage Co., Glendale, Cal., and is now assistant manager of the marine and warehouse department of Cass & Johansing, insurance.

A past president of the Pacific Coast Furniture Warehousemen's Association and a familiar figure at conventions of the National Furniture Warehousemen's Association, Mr. Gatter was formerly manager of the Birch-Smith Fireproof Storage Co., Los Angeles.

Boxing and Crating Course

Packers of bonbons and oil well supplies, of chewing gum and automobiles rubbed shoulders in the twenty-eighth course in boxing and crating which closed on Sept. 25 at the Forest Products Laboratory, Madison, Wis. The course was given to twenty men, the largest number which can be accommodated for instruction at one time. Eighteen firms were represented. Of these, five had had men in previous courses.

Factors of Failures in the Truck Owners' Field

(Concluded from page 43)

truck operator alike. Here is what one big operator thinks of it:

"The real trouble has been the establishment of the motor truck in its proper place in the country's scheme of transportation. We believe everyone is satisfied that it has its definite place and that it should be reasonably regulated, taxed and operated. When we can have this point definitely settled—and I believe the only way it can be done is through organized educational propaganda—then we will assure permanency and success to the business, attraction of capital and investments, and the general confidence of the public."

"He then says: 'Give power to a commission who owe their appointment to the political powers in control and you will realize why such a small number of truck owners are legally authorized to function. Under a law which has teeth enough in it to immediately put out of business nine out of ten present fleet operators hauling under contract should the commission some day decide to do so, can you wonder why the truck business has such a large number of irresponsible concerns? Can you wonder why it is hard to influence capital for expansion?'"

"In this there is certainly food for thought."

Turkey to Have Free Zone

Julian E. Gillespie, trade commissioner at Constantinople, has reported to the Department of Commerce that shipping conditions at Constantinople are to be improved under a plan of the Turkish Government whereby military warehouses are to serve as additional customs warehouses, as in the system now operating in Hamburg.

Plans for the establishment of a free zone at Constantinople for transit traffic to the Black Sea are detailed in the report.

Death of Mrs. W. R. Wood

Mrs. William R. Wood, wife of the secretary and operating executive of the Liberty Storage & Warehouse Co., died on Aug. 14. Mr. Wood is a former president of the New York Furniture Warehousemen's Association.

Chevrolet Trucks Reduced

Reductions of \$55 and \$25 respectively have been made by the Chevrolet Motor Co. in the prices of its 1-ton and ½-ton chassis. The 1-ton now lists at \$495 and the ½-ton at \$375.

C. T. Absorbs Electruck

The Commercial Truck Co., Philadelphia, has purchased the assets, machinery, equipment, trucks, etc., and all patents of the Electruck Corporation.

Testimony For and Against Motor Vehicle Regulation

(Concluded from page 21)

his goods. The southbound truck leaves regularly at 4 p. m. each day; calls at my place of business, picks up the order and delivers it at the merchant's door by 5.30 to 6 o'clock the same afternoon.'

"It is submitted as manifest that whatever efforts the railroads might make to improve service would be wholly inadequate to meet the competition thus afforded. And so it stands that there has grown up a very large business of motor truck transportation, handling L. C. L. freight. These trucks handle very nearly every commodity that is shipped in L. C. L. lots."

L. H. Cecil, assistant to the vice-president of the Southern Pacific lines in Texas, testified that a study had indicated that "more than 40 per cent of our potential losses on less carload freight handled has been caused by the operation of motor trucks operated for hire, but that:

"It is our belief that the results shown are too conservative and do not fully represent the traffic lost by those lines on account of motor trucks operated for hire. . . .

"It is admitted that motor bus and motor truck carrier service on the public highway is a present-day necessity, and that its development should be encouraged. At the same time such regulations should be placed around it as will eliminate what we think is a discrimination against rail carriers. It is fair to assume that, if regulations are necessary to properly control rail carriers, safeguard the public against discrimination in rates, and insure to them reasonable service, regulations of a similar nature should likewise apply to any and all industries which conduct public carrier service in direct competition with rail carriers. If the present situation continues, it is bound in time to seriously impair the stability and utility of the rail carriers, which industry represents the backbone and sinew of the commerce of this country. . . .

"At present the need of laws to properly regulate the operation of motor vehicles for hire on the highways cannot be disputed, and the factors which stand out most prominently, and which in themselves demand governmental regulation of motor carriers, are:

"(1) Safety of human lives on public highways.

"(2) Protection of rail lines against unfair and indiscriminate competition and consequent increasing loss of revenue to a point which may finally undermine the stability and dependability of rail line service.

"(3) The necessity for motor bus and motor truck transportation is recognized, but only through proper regulation and supervision can the present chaotic condition of motor carrier service be built up into a stable and serviceable industry, and the present irresponsible service be converted into a responsible utility, of benefit alike to the public and the rail lines.

"With these principles in mind, we believe immediate consideration should be given to the enactment of laws calculated to:

"(a) Require certificate of public convenience and necessity to be secured from proper authority before motor carriers shall be permitted to engage in public transportation service.

"(b) Require examination of all operators as to their physical and mental qualifications to operate motor vehicles for hire.

"(c) Define character of service to be handled by motor carriers, and rates to be charged therefor.

"(d) Require motor carriers to furnish facilities and service which will be adequate, permanent and continuous.

"(e) Require taxation commensurate with the use of the public highways by motor carrier service."

Association Notes

AT the first fall meeting of the Central New York Warehousemen's Club, held at the Yates Hotel in Syracuse on Sept. 25, it was reported that none of the Syracuse members were reporting removals to the city authorities, although a few small truckmen were said to be doing so. A ordinance so requiring was recently enacted. It was indicated at the meeting that nothing had been done by the municipal authorities to enforce the ordinance and it was hoped that it would eventually be repealed.

Announcement was made that the Broad Street Warehouse Corporation, Utica, had been elected to membership.

No regular meeting was held in October because of the holding of the regional convention of the merchandise division of the American Warehousemen's Association in Syracuse on Oct. 11 and 12. A number of the Central New York organization's members attended the A. W. A. sessions.

THE Pennsylvania Furniture Warehousemen's Association resumed its meetings, after the summer suspension, with a session held at the Hotel Lorraine, Philadelphia, on Sept. 14, about thirty members attending, representing seventeen companies.

Henry Reimers, Chicago, executive secretary of the National Furniture Warehousemen's Association, addressed the meeting on the subject of establishing an eastern branch of the National's inter-city removals bureau, and the plan was discussed by various members of the Pennsylvania association. It was decided, before taking any action, to await the report of a committee created earlier in New York City for the purpose of preparing something definite for the consideration of the eastern associations.

Announcement is made of the resignations of Roehl Bros., Detroit, and the United States Transfer & Storage Co., Denver, from membership in the National Furniture Warehousemen's Association.

Bankers Urge Safeguards Against Instalment Buying

(Concluded from page 16)

months of quiet investigation by experts, but that all members of the committee would not sign it because of its possible effect on the business of the country.

Whether or not that was true, the majority of the bankers regarded the question as an important one, and not a few indicated they were going home with the intention of advising caution in connection with installment selling and of using their influence with both buyers and sellers to prevent further relaxation of present terms, usually not longer than a twelve-month period and 25 per cent in cash at the time of purchase.

The bankers estimated that about \$6,500,000,000 of commodities of all sorts were sold "on time" during 1925, and they believed that the tremendous volume of retail sales last year and this was possible only through the expansion of the installment system, as in a period of increasing production, they pointed out, industry turns out more consumers' goods than consumers can buy with their incomes.

Supporters of installment selling argued that America's present state of great prosperity would have been impossible without just such a system of deferred payments.

Those who opposed the system, especially in the case of luxuries, held that it represented nothing more or less than a first mortgage on salaries not yet earned, and which might not be earned should a period of unsettled business develop.

Delicate Packing Job

When the third annual Radio-Electric Exposition was held in Kansas City recently, one of the special features was the "Lady of Light," a spectacular display showing the possibilities of varied illumination effects on the wax form of a woman.

The Groves Storage Warehouse Co., Inc., handled this elaborate display on its arrival in Kansas City, unpacking and preparing it for exhibition. After the exposition the company repacked it for shipment to Baltimore. It was a more delicate job than ordinarily comes under the work of a warehouse.

Migration Westward

Oscar W. Thomas, secretary of the A-B-C Fireproof Warehouse Co., Kansas City, observes that there is a greater movement to California this year than in some years past. There had been a decided slump in the migration westward recently, according to Mr. Thomas, but this fall the movement to California came back strong, the older people making up the majority.

Death of John J. Ryan

John J. Ryan, chief engineer for the Bush Terminal Co., New York, died of heart failure while on a Brooklyn train on the night of Oct. 14. He was 55 years old.

Hand-to-Mouth Buying Is Believed to Be Permanent

A SYMPOSIUM by leaders in industrial and economic thought brings the conclusion that hand-to-mouth buying has come to stay, according to James H. Perkins, president of the Farmers' Loan & Trust Co., New York City.

In commenting on expressions which have reached him from manufacturers, heads of departments, chain stores, railroad executives, economists, etc., Mr. Perkins said:

"In my opinion, the practice of current buying is one that ultimately will prove beneficial. It is an economic stabilizer that, instead of interfering with the prosperity of the country, directly adds to it in a most constructive way. It does away with speculative commitments, with overstocking and with huge and unproductive inventories. It frees capital, letting it find its way into channels of the greatest usefulness. It ultimately will bring about closer cooperation between manufacturer and distributor and between the manufacturer and the consuming public."

In general, Mr. Perkins pointed out, a large number of railroad presidents who have been interviewed on the subject agree with C. H. Markham, president of the Illinois Central system, who declared that installment buying was valuable insurance against radical and upsetting changes in business conditions.

"If there arises the necessity for general retrenchment," Mr. Markham said, "it can be accomplished with little disturbance and without serious losses if there are not large stocks of raw materials and finished goods in the hands of manufacturers, distributors and retailers. In fact, the absence of such prospective losses should tend to prevent the spread of uneasiness, which has been one of the chief causes of changes in business conditions in the past."

According to Jesse I. Straus, president of R. H. Macy & Co., New York department store:

"The producer has only his own lines to worry about; the distributor must take his chances on thousands of producers' lines. He has found that one of the cardinal principles in preserving a reasonable profit and affording the service demanded of him by the public is conservative buying, incorrectly dubbed 'hand-to-mouth' buying. Barring unforeseen changes in the character of consumer demand and producers' competition, I believe this policy represents a permanent change."

Prof. F. W. Taussig of Harvard, Prof. E. W. Kemmerer of Princeton, and other economists agree that current buying is to be regarded as a permanent condition, and that this practice will necessitate some readjustments, notably in manufacturing efficiency. They also stress the point that current buying makes it possible for the whole industrial structure to adjust itself quickly to changing conditions.

The emphasis of those who offer solutions which may tend to remedy what-

ever unfortunate effects have resulted from hand-to-mouth buying centers upon three basic principles, Mr. Perkins showed. They are:

"A greater standardization in the most staple articles of merchandise, such as clothing, shoes, underwear, hosiery, building materials, tires, etc.

"A closer cooperation between the manufacturer and distributor, jobber or retailer, so that the manufacturer, who is of necessity compelled to produce his goods far in advance of consumer demand, will avoid to as great an extent as possible the manufacture of such articles as will be unacceptable to the retail trade.

"The adjustment by the manufacturer of his raw material purchases and manufacturing schedules to bring about an equalization of the peaks and valleys of his production program."

Lawrence Custodian Storage

THE Lawrence Warehouse Co., San Francisco and Oakland, has plans for developing into the largest operator of custodian or field warehousing in the world. In recent months the firm has obtained the right to carry on this business under the laws of Wisconsin, Illinois, Minnesota, Iowa, Michigan, Indiana and Colorado. The company is already operating more than 100 branch plants.

This kind of warehousing is done on the storer's premises rather than in the ordinary public warehouse. While manufacturers have generally been alert to the advantages of having the warehouse "brought to them," relatively few public storage companies have as yet added this branch of the business to their operations.

New Albany Company

Albany, N. Y., is to have a new public warehouse for the storage of merchandise and automobiles. The Capital City Warehouse, Inc., has been organized with Frank P. Dolan as president, James A. Dolan as vice-president and Henry M. Kamrath as secretary. The company has purchased land in North Albany and has announced plans for either putting up new structures or remodeling present ones, and for installing railroad sidings.

Correction

In an article in the October issue of *Distribution and Warehousing*—"Rug Cleaning Department Installed by Security Storage Co.," on page 37—the Security company was erroneously located in Seattle, Wash.

The correct address of the Security company is Third, Fourth and Glisan Streets, Portland, Ore.

Pamphlet Issued to Explain the U. S. Warehouse Act

THE Department of Agriculture has issued a pamphlet, "The Warehouseman and the United States Warehouse Act," by Paul M. Williams, marketing specialist of the Department's Bureau of Agricultural Economics. This is Miscellaneous Circular No. 67, and copies may be had at 5 cents each by addressing the Department. By way of explanation, the foreword says:

"Out of the need for some means to store and finance properly and adequately crops awaiting marketing grew the United States Warehouse Act.

"The bill originally introduced in Congress in 1914 aimed primarily to assist the Southern cotton planter to finance himself through the cotton depression of that year; but when it became a law in 1916, it applied not only to the cotton planter, but to the producers of grain, tobacco and wool. Through amendment since its original passage, the law now applies to six other products—peanuts in the shell, late crop potatoes, dry beans, broomcorn, dried fruits and syrup, including both cane and maple syrup.

"The framers of the law had in mind the producer's interests primarily, but it soon became apparent that others could derive much benefit through a proper use of the law. Leading bankers, dealers in or purchasers of agricultural products, manufacturers of raw agricultural products, and warehousemen operating in a public way have recognized in the Act some real advantages.

"This circular is issued in the hope that it may give warehousemen a better conception of what the warehouse Act is, how it functions, and how they may avail themselves of it."

The foregoing is printed here for the information of warehousemen who may wish to familiarize themselves with the United States Warehouse Act. At the same time the warehouseman should keep in mind that the Department of Agriculture's recent action in broadening the scope of the Act to include canned goods—a commodity which has been passing in large volume through public warehouses—has aroused a storm of protest on the part of the storage industry. The merchandise division of the American Warehousemen's Association condemned the plan at its summer meeting in Chicago, and a summary of resolutions adopted by the Pennsylvania State Warehousemen's Association will be found in the report of that organization's annual convention—published in this month's "With the Associations" department. See also pages 13 to 16.

Temple Now in New York

J. G. Temple, formerly in the Chicago office of Distribution Service, Inc., was assigned on Oct. 15 to take charge of the organization's New York office. He has been succeeded in Chicago by Ora L. Mann. Mr. Temple has been with Distribution Service, Inc., a little longer than a year.

Foreign Freight Rates Listed to Aid Business

OCEAN freight rates in United States foreign trade is the subject of a report just made public by the Department of Commerce. A. E. Sanderson, of the Transportation Division, is the author, and Dr. Julius Klein, director of the Bureau of Foreign and Domestic Commerce, in a foreword says it is intended to outline "the structure of the rates and list sources where quotations can be obtained." Dr. Klein's foreword follows in full text:

"American business men have indicated, in their correspondence with the Department of Commerce, the need of a handy reference on the subject of ocean freight rates in foreign trade. It is the purpose of this bulletin* to provide such a reference, outlining the structure of the rates and listing sources where quotation can be obtained.

"It is to the shipper's advantage to know the factors which operate in fixing rates. With such knowledge he is in a position to arrange most economically for the transportation of his goods. Moreover, he can take proper action when seeking rate adjustments, since he is aware of the functions of shipping conferences and the scope of Government regulation with respect to rates.

"The sources of rate quotations listed in this bulletin are the various shipping lines and their agents, a directory of which is provided, giving their addresses, the United States and foreign ports served by each line, and the nature of cargo carried.

"In addition to these sources, there are freight brokers, freight forwarders, and railway freight agents who can be consulted—the latter in connection with through export bills of lading. Lists of freight forwarders and of railway freight agents, together with statements of the services they render to shippers, may be obtained on application to this bureau. Lists of freight brokers are not at present available, but their advertisements are to be found in shipping journals, and their names and addresses are listed in the classified section of city directories.

"Persons who desire further information on this subject are invited to communicate with the Transportation Division of this bureau."

Minnesota Truck Taxes

Although there are differences of opinion among Minnesota legislators as to the various points which the 1926-1927 State Legislature will consider, affecting gas and truck taxes, it seems an assured fact that the legislators will be asked: (1) to advance the tax on gasoline, (2) to cut the registration on trucks, (3) to have licenses based on a personal property valuation, (4) to adjust depreciation in line with actual conditions, and (5) to establish reciprocal relations with neighboring States so that trucks operating in

interstate commerce need carry only one set of license plates.

The Minnesota Commercial Truck Owners' Association would have the gasoline tax fixed in a way which would be proportional to the actual wear and tear which automobiles and motor trucks cause to the public highways. The truckmen say that truck depreciation is 30 per cent a year. The present law permits of only 10 per cent reduction a year for seven years.

C. B. Babcock, Minnesota's highway department commissioner, will ask the Legislature to increase the gas tax from 2 to 3 cents and that the motor vehicle tax be restored to the scale prevailing before it was reduced by the 1925 Legislature. Such an increase would add \$2,500,000 to the gasoline revenue source. The commissioner will ask also a \$20,000,000 bond issue for road betterment.

Nold Company Sold

The Nold Transfer & Storage Co., established in Pasadena, Cal., in 1920, has been purchased by the recently organized Pacific Terminal Warehouse Co., Inc., of the same city. The Nold company has been operating a household goods storage warehouse containing 17,000 square feet of floor space. It is a member of the National Furniture Warehousemen's Association and the Pacific Coast Furniture Warehousemen's Association.

The Pacific company has plans for a two-story addition to its plant at Fair Oaks Avenue and Congress Street and for the construction of a \$350,000 six-story warehouse at Raymond Avenue and Glenarm Street.

New Houston Project

The Houston Terminal Warehouse & Cold Storage Co., recently incorporated at Houston, Tex., with a reported capital stock of \$1,300,000, has begun the erection of a six-story merchandise and cold storage plant on Buffalo Bayou. The company's directors are: Frank Andrews, Burke Baker, R. M. Farrar, Ralph Feagin, F. J. Heyne, Paul Kayser, Jesse M. Jones, N. E. Meador, John T. Scott, A. D. Simpson and Sam Streetman.

"Telling the Public"

Griswold B. Holman, secretary of George B. Holman & Co., Inc., household goods warehousemen in Rutherford, N. J., recently outlined before the Lions Club of Rutherford the growth of the storage business from crude methods to the present efficient system during the passage of a half-century.

New Galveston Company

The Dickinson Warehouse Co. has been chartered in Galveston, Tex., with a capital stock of \$1000, and plans to take over the Dickinson, Tex., storage structure of the Galveston Fig & Preserving Co., with which the new concern will be associated.

Motor Trucks Will Supplant N. Y. Water Freight Service

THE New York, New Haven & Hartford Railroad Co. has awarded five contracts to as many New York City trucking companies to effect delivery by motor truck of certain classes of freight heretofore moved by water.

The tonnage will be handled from the railroad's Harlem River terminal through a new theoretical freight station at Fifty-ninth Street, Manhattan, recently authorized by the Interstate Commerce Commission.

The trucking companies receiving the new business are the United States Trucking Corp., with which is identified the Independence Warehouses, Inc.; the Keahon Trucking Corp., the Motor Haulage Co., Inc., E. A. Thompson, Inc., and James A. Smith, Inc.

Establishment of the theoretical station took place Aug. 10 and tariffs covering deliveries have been approved by the Interstate Commerce Commission. It means, in effect, that the railroad company will pay the cost of hauling this freight to or from the railroad at the Harlem River to or from the theoretical station at Fifty-ninth Street, and the consignee or consignor will bear the expenses to or from that point. The cost to the patrons of the line will be no greater in either case than to or from the piers on the East River.

The establishment of motor truck delivery also makes easier the gradual reduction of traffic handled at the company's East River piers, which is in line with the plan of the New York Port Authority advocating that the carriers eliminate as many activities as possible on the water front, thereby conserving the piers for strictly marine purposes.

Officials of the New Haven believe that greater efficiency and economy will result from the delivery by truck of the so-called small-lot lighterage. Heretofore it has been necessary to load this class of freight on lighter at the Harlem railroad and tow these small lots to shipside—an expensive operation.

New Oshkosh 1½-Ton

Deliveries are now being made by the Oshkosh (Wis.) Motor Truck Co. of a new model, the Oshkosh heavy duty express, a 1½-ton speed business motor truck on which the company will largely concentrate its production for the present. A speed of forty miles an hour is claimed for the truck, which is Model R, priced at \$1795 f.o.b. factory, with cab and body quoted as extra at \$100 each. The wheelbase is 141 inches and the chassis weight is 4230 pounds.

The Oshkosh four-wheel drive heavy duty truck is being continued on order.

Capital Increase

The Fort Worth Warehouse & Storage Co., Fort Worth, Tex., has filed with the Secretary of State articles calling for an increase in capital stock to \$114,000 from \$75,000.

*Trade Information Bulletin No. 434.

Government Says Industrial Trucks Cut Handling Costs

NOT only do electrically driven industrial trucks, as a substitution for hand labor, decrease the number of men needed in terminal operations, but the handling of freight is speeded up, congestion is lessened, and handling costs are loaded, according to a statement made public on Oct. 8 by the Bureau of Labor Statistics of the United States Department of Labor.

"The reduction of operating costs at marine terminals," the statement says, "depends to a great extent upon the elimination of unessential hand labor."

"This fact has led to the devising of efficient equipment and methods which are being used with striking success by a number of concerns at various ports throughout this country."

"Around New York, where wages are high and there is such a constant and tremendous demand for speed, notable decreases have been made in the expense of handling operations through the adoption of power equipment. Electric industrial trucks and tractors have been largely responsible in effecting these economies; no less than 45 concerns operating one or more New York piers are using such equipment with profit."

Four years ago the dock superintendent of the Holland-American Line felt convinced that some new means must be worked out to meet the ever-increasing cost of handling freight at that company's pier. Electrical industrial trucks seemed at that time a somewhat remote solution of the problem on account of the enormous congestion on the dock. It was also feared that the installation of such trucks would excite the hostility of the stevedores and lead to costly tie-ups. Moreover, the question of initial expenditure for the new equipment was a serious one.

Work Speeded by Trucks

"After further study of the situation, a single machine of the straight platform type was introduced by way of an experiment. This truck was not only able to go wherever the hand trucks could, but it carried four to five times as much and was from six to twelve times faster."

"The purchase of five more trucks was soon decided upon and within twelve months twenty were in operation."

"Formerly it was the custom to use sixteen men to work two bulkheads. Now, instead, five trucks with drivers, but with no helpers, do the same work. The average daily figure for the operation of each truck is \$2.68, including all items. At present about 12,000 tons of freight is being handled each week over the pier which the power trucks are working; although in case of heavier traffic as much as 20,000 tons can be handled. The trucks are frequently in service for thirteen hours a day, being given a boost during the noon hour to insure satisfactory performance."

"These trucks, being regularly and thoroughly inspected and having their

batteries carefully charged, are always in first-class working order. The expense of such overhauling is included in the operation cost of \$2.68 per day, the net daily charge against each truck averaging barely 50 per cent of the wages of one stevedore."

"When power trucks of this character have been introduced, many uses have been found for them that were not foreseen previous to the purchase of such equipment. Recently, for example, a great number of automobiles in crates have been moved by means of these trucks."

"Formerly ten to fifteen men working hard were required to transfer such a crate a couple of hundred feet, and the job was both laborious and slow, sometimes requiring twenty minutes or a half hour. Now such an operation requires only a few minutes' time of one man, and no physical effort on his part whatever. This allows the same speed to be maintained late in the day as the start—a distinct advantage impossible of realization when the work is done entirely with man power unassisted by mechanical means."

"When the block and tackle are rigged above the dock for special hoisting jobs the electric trucks are now used, eliminating the work of a gang of men on the rope."

A. S. Blanchard Recovering

A. S. Blanchard, president of the Blanchard Storage Co., Inc., Rochester, N. Y., is convalescing from a long and critical siege of typhoid fever. He has passed the danger mark and his full recovery is expected.

Caldwell Manager of Lee Plant

Frank C. Caldwell has been designated operating manager of the Lee Terminal & Warehouse Corp., Tampa, Fla. Mr. Caldwell organized the Jobbers Warehousing Co. in Tampa some years ago and sold it in June, 1925, to J. Edward Lee, Chicago, president of the Lee Terminal & Warehouse Corp., which succeeded the Jobbers company.

It is expected that the second of three units of the Lee corporation in Tampa will be erected during the coming year.

Brungard Joins Lincoln Co.

E. G. Brungard has become associated with the Lincoln Warehouse Co., St. Louis, as its secretary. He was for a number of years with the General Warehousing Co. in the same city.

The Lincoln company, organized about six months ago by Lee Orcutt, its president, put on new motor equipment on Oct. 15 and now operates a fleet of six White trucks.

New Durant Truck

The Durant Motor Co. of New Jersey has begun production of a new six-cylinder 1-ton model called the "Compound Fleettruck," priced at \$975 for the chassis. The chassis weight is 2350 lb., with a body allowance of 950 lb.

A. A. Leonard and Sisters Buy Leonard Warehouses, Inc.

THE stock of Mr. and Mrs. Thomas Y. Leonard in the Leonard Warehouses, Inc., Detroit, of which Mr. Leonard has been president, has been sold to Arthur A. Leonard, who has been vice-president and manager, and two sisters, Mrs. J. J. Miller and Mrs. R. G. Day. New officers of the company are announced as follows:

President, Arthur A. Leonard, who is president also of the Detroit Storage Co.

Vice-president, J. J. Miller, who is vice-president and general manager of the Detroit Storage Co., and who was formerly treasurer of the Leonard Warehouses, Inc.

Secretary, P. A. Faulkner, who was the company's treasurer during Thomas Y. Leonard's presidency.

Treasurer, R. G. Day, who is secretary and treasurer of the Detroit Storage Co.

The purchase of the Leonard Warehouses, Inc., stock by Arthur A. Leonard, Mrs. Miller and Mrs. Day included also the stock held in the Detroit Storage Co. by the Leonard Warehouses, Inc. Thus both companies are now operated by Arthur A. Leonard, Mr. Miller and Mr. Day.

Thomas Y. Leonard has retained the Buffalo, N. Y., business, the Leonard Warehouses, Inc., together with several pieces of vacant property in Detroit.

The Leonard Warehouses, Inc., Detroit, was founded in 1888 by H. K. Leonard, and a few years later Thomas Y. Leonard was taken into partnership. It was incorporated in 1908 as the Leonard Reliable Storage Co., and in 1914 was re-incorporated under its present name.

At the time of the incorporation in 1908 Arthur A. Leonard, now president, was included in the firm, and the recent purchase brings the firm back into the family of Arthur A. Leonard's father. Thomas Y. Leonard, uncle of Arthur A. Leonard, had for some time been planning to dispose of his stock, and it was the desire of Arthur A. Leonard's mother that the control of the company should be retained by her children.

Yonkers Warehouse Planned

McCann's Fireproof Storage Warehouse Co., Inc., Yonkers, N. Y., is planning to erect a \$200,000 household goods warehouse, with silver vaults and rug-cleaning equipment, on Mill Street. The structure will contain 50,000 square feet of floor space. The city's oldest industrial building, its foundation antedating the Revolutionary War, will be torn down to make way for the new plant.

New Shreveport Company

The Meriwether Storage & Warehouse Co. has opened business in a three-story fireproof brick building, containing 36,000 square feet of floor space, at 1533-1535 Texas Avenue, Shreveport, La. The company will conduct a general storage, moving, packing and forwarding trade, with C. C. Smith in active charge.

Florida Companies Suffered Little in Recent Hurricane

SUBSEQUENT to the Florida hurricane *Distribution and Warehousing* addressed a letter to warehouse companies in the stricken section inquiring as to the extent to which they suffered from the storm and deluge. A number of replies were received and they indicate that the industry suffered relatively small losses.

W. T. Callahan, treasurer of the John E. Withers Transfer & Storage Co., Miami, advises that the company "suffered very little loss, possibly not to exceed \$2,000, and most of that covered a loss sustained by the unroofing of our garage, which is not a part of our warehouse proper." He explains:

"Both of our warehouses are of steel and concrete construction, and we feel after going through this hurricane that they are proof against future storms of the same character. The only damage to our warehouses was by breakage of some glass, most in our office parts of buildings."

H. P. Ferriss, president of the Ferriss Warehouse & Storage Co., Pensacola, reports that the storm did no harm either to warehouse or contents.

"In fact," Mr. Ferriss writes, "the reports of damage were greatly exaggerated. While there was considerable damage on the waterfront, there was no loss of life—not even an injury—and in another few days it will be hard to tell that we had had a storm except along the waterfront."

The warehouse of the M. F. Gonzalez Co., Pensacola, lost a portion of the roof, according to William R. Gonzalez, president, and the total damage to building and stock amounted to something less than \$2,000.

"We in this city were very fortunate indeed," to quote Mr. Gonzalez further, "this being the worst hurricane on record and was even of higher velocity than at Miami, but due to the topography of our country we suffer very little damage. About two blocks from the bay the ground rises and about fifteen blocks from the bay the elevation is about 100 feet. Do not suppose the damage here will exceed \$1,000,000, much the biggest portion of this being suffered by the big utility and railroad companies."

E. A. Allen, proprietor of the Bingham Transfer Co., Pensacola, reports that his property suffered no damage.

At Miami the warehouses on Municipal Pier No. 2 were demolished. These are to be reconstructed by the city commissioners.

An Offer of Aid

In writing to the Florida companies, *Distribution and Warehousing* sent forward the following suggestion made by C. C. Stetson, president of the Fidelity Storage & Transfer Co., St. Paul, Minn.:

"Isn't it likely the furniture storage firms of the North could help the Florida storm sufferers by collecting and shipping a few carloads of household goods, and that our *Distribution and*

Warehousing could boost such a plan?"

Commenting on Mr. Stetson's offer, Mr. Callahan of the Withers company in Miami writes:

"We certainly thank Mr. Stetson. Our business has not suffered to any great extent and, while we will appreciate any shipments our fellow warehousemen send us, we are not asking for any extra efforts on their part.

"The spirit of cooperation by people throughout the United States has been wonderful. We have received at least 500 letters from warehousemen and other friends from various parts of the United States and Canada, making inquiries regarding the effects of the storm on our property. Our citizens are very optimistic and we are sure that we are going to build up a greater and better Miami than ever. Practically all of the damage will soon be obliterated. While the damage was enormous, none of our substantial buildings suffered to any extent."

Mr. Ferriss of the Ferriss company in Pensacola writes that "at this time there is no need of assistance that I know of, but I will see the local chairman of the American Red Cross and if any household goods can be used I will be glad to advise you immediately."

Mr. Gonzalez of the Gonzalez company in Pensacola writes: "We will not need any assistance here, but wish to express our thanks for the kind offer." And Mr. Allen of the Bingham company in Pensacola says, "Appreciate very much your interest in our behalf and the kind offer of assistance."

Cleveland Association Elects

The Cleveland Furniture Warehousemen's Association held its annual meeting at the Hotel Winton on the night of Oct. 14 and elected officers for the ensuing year as follows:

President, Thomas Heil, Jr., president Windermere Storage Co.

Vice-president, C. J. Neal, treasurer Neal Fireproof Storage Co.

Secretary and treasurer, W. H. Turner, secretary Lincoln Storage Co.

Counsel, T. J. Moffett.

Canned Goods Warehouse

The China Basin Terminal, San Francisco, one of the newest structures built by the California State Board of Harbor Commissioners, is to be used as a warehouse for the assembling of canned goods and dried fruit. It is estimated, according to the board's chairman, that at least 480,000 tons of these commodities will be handled through the terminal during the coming six months.

New Ohio Company

The Mitchell & Phillips Co., Inc., has been chartered in Elyria, Ohio, with a capital of \$10,000, to go a general business of transferring and hauling merchandise and household goods. The incorporators are D. J. Mitchell, John A. Phillips, R. H. Rice, Mrs. Bessie Calkins and Grace Block.

Let's Take the Old Family Album Out of Storage

No. 8. Alexander Fleming

(Concluded from page 40)

an American competitor. He is a Mason and an Oddfellow as well as being president of the Caledonia Society of Montreal.

Proper relaxation, he believes, is the only way to keep fit for business.

"Business," he declares, "is not a be-all and end-all and Puritanism takes all the honey out of life."

This from a Scotchman and a Presbyterian!

Much of the joy he takes in living and the delight he takes in business Mr. Fleming attributes to the fact that he regularly attends the conventions of the American Warehouseman's Association.

"It is the equivalent of a college education," he declares, "to meet at these gatherings men from all over the country—men who have made the industry what it is today."

"Canada," he adds, "is following as closely as possible the principles set down by the American Warehousemen's Association. But there is much to do yet."

It is more than twenty years since Mr. Fleming entered the business, yet he will tell you that he is just beginning to learn it and that he still acquires some helpful bit of knowledge every day.

Which is a bit of philosophy that enables one to understand why Mr. Fleming's competitors ask him to set their scale of prices, even knowing that his concern has the advantage of a fireproof building with a very low insurance rate, enabling the Terminal company to operate at a relatively low cost. —E. F.

No. 9. H. H. Chamberlain

(Concluded from page 41)

precedence to a man who had a previous engagement. The gentleman with the prior rights proved to be a modest sort of person, rather small of stature and surrounded by a bodyguard resplendent in gorgeous uniforms. It was, in fact, the British Ambassador.

The western warehousemen were conducted into the President's private office, where they were introduced to the Executive by the Solicitor-General of the United States. Mr. Roosevelt questioned them very closely, arousing both their amazement and their admiration by his intuitive grasp of the situation and by his prompt and decisive action.

The outcome of the interview was that the President sent a request to the Governor of New York to prevent the railroads from curtailing the rights of the shipper, and the privilege of sending joint shipments anywhere throughout the country has never been questioned since. Warehousing had won a complete victory. —E. F.

This model CKA Autocar van is owned by Mr. Albert H. Rasoft of 231-15th Street, Brooklyn, New York. Mr. Rasoft hauls for Burns & Nellis, covering long distances in their service. Mr. Rasoft has been using Autocar trucks since 1919 and is at present operating one 5-ton and two 2½-ton Autocar trucks in addition to the one shown in this picture.



Direct Factory
Branches or
Affiliated
Representatives
in 65 cities

*Albany
*Allentown
*Altoona
*Atlanta
*Atlantic City
*Baltimore
*Binghamton
*Boston
*Bronx
*Brooklyn
*Buffalo
*Camden
*Canton, Ohio
*Charlotte
*Chester
*Chicago
*Cleveland
*Columbus
*Cumberland
*Dallas
*Denver
*Detroit
*Erie
*Fall River
*Fresno
*Harrisburg
*Indianapolis
*Jersey City
*Lawrence
*Los Angeles
*Memphis
*Miami
*Newark
*New Bedford
*New Haven
*New York
*Norfolk
*Oakland
*Paterson
*Philadelphia
*Pittsburgh
*Providence
*Reading
*Richmond
*Rochester
*Sacramento
*San Diego
*San Francisco
*San Jose
*Schenectady
*Scranton
*Shamokin
*Springfield
*St. Louis
*Stockton
*Tampa
*Trenton
*Washington
*West Palm Beach
*Wheeling
*Wilkes-Barre
*Williamsport
*Wilmington
*Worcester
*York

*Indicates Direct Factory Branch

Orders Tell the Story

ORDERS are reaching the Autocar Factory daily for Autocar trucks of "conventional design." These orders are coming from present customers, from former customers and from new customers. Many have come from men who literally bought from a photograph, because no "Type C" demonstrator was yet available in their territory.

Such orders indicate that motor truck users everywhere know that a motor truck of conventional design, that is constructed entirely at the Autocar Factory, and is serviced by the Autocar Branches, is a combination of desirables that cannot be surpassed.

Hundreds of movers stand ready to tell you of the lower hauling costs and higher net profits that Autocars are giving them. Write for FREE copy of booklet, "Autocar Trucks and Those Who Use Them for Moving Furniture."

The Autocar Company
ESTABLISHED 1897
Ardmore, Pa.

Autocar Trucks

Construction, Removals, Purchases and Changes

Bartow Chamber of Commerce, Bartow, Fla., is heading a project to construct a cold storage warehouse on local site.

Bay Cities Transfer & Storage Co., Venice, Cal., is the new name of the Gordon Transfer Co. of that city.

Bayway Terminal, Inc., Elizabeth, N. J., has disposed of a bond issue of \$3,000,000. A part of the proceeds will be used for extending its warehouse buildings so as to add about 295,000 square feet of floor space by the spring of 1927.

Bekins Van & Storage Co., San Francisco, is having plans drawn for a 1-story warehouse, 100 by 125 feet, at Monterey Street and Van Ness Avenue, Fresno, Cal.

Boston & Maine Railroad, Boston, has plans for a 5-story warehouse, 50 by 265 feet, and a freight building, 50 by 60 feet, the two estimated to cost \$175,000, at Cambridge, Mass.

Busk Transfer & Storage Co., Los Angeles, has taken over under a ten-year lease the major portion of the 3-story brick building at 2000 So. Main St. and will operate it as a warehouse.

City Ice & Cold Storage Co., Seattle, has plans for a \$30,000 1-story and basement cold storage warehouse, 85 by 100 feet, at 4050-4056 Shilshole Avenue.

City Ice Co., Kansas City, Mo., is completing plans for a 1-story addition, 60 by 92 feet, to its cold storage warehouse.

Dillon Warehouse Co., Dillon, S. C., recently suffered a loss from fire which damaged a portion of its plant. The damage will be replaced.

Erie Railroad will occupy under lease a combined dry storage warehouse and freight terminal in Youngstown, Ohio. The building will cost \$750,000. At the end of thirty years the railroad will come into permanent possession.

Farmers' & Merchants' Tobacco Warehouse, Johnson City, Tenn., has completed plans for a \$35,000 warehouse on Fairview Avenue.

Federal Compress & Warehouse Co., Conway, Ark., is reported to be planning the early rebuilding of a warehouse recently wrecked by fire with an estimated loss of \$250,000.

Great Northern Railway Co., St. Paul, Minn., is considering rebuilding its warehouse recently destroyed by fire at Cedar, Wash., with a reported loss of \$50,000.

Harris County Navigation Commission, Houston, Tex., has tentative plans for spending about \$1,000,000 to extend its warehousing, wharf and terminal facilities, together with the erection of new structures at Clinton, where 65 acres of land has been acquired.

Haviland Transfer & Storage Co., Michigan City, Ind., has plans for an \$18,000 building, 1 story high, to be used as a service and garage structure for its motor trucks.

Henderson Bonded Storage Warehouse Co., Henderson, N. C., has opened a cotton storage warehousing business.

Illinois Waterways Barge & Dock Co.,

Chicago, recently organized, has acquired 550,000 square feet of land at Central Park Avenue, Clifton Avenue, Forty-third and Forty-sixth Streets, and is reported to be planning a terminal warehouse.

Indian Head Warehouse Co., New York City, recently suffered a loss of about \$350,000 from fire in its 4-story warehouse at 609-11 West Forty-sixth Street.

Karas, Papas & Co., Charlotte, N. C., has plans for a \$60,000 2-story cold storage warehouse, 100 by 146 feet, on West Second Street.

Xavier A. Kramer, McComb, Miss., is considering a preliminary plan for a \$50,000 bonded warehouse.

Lawrence Warehouse Co., Oakland, Cal., has filed with the Secretary of State of Iowa a foreign charter with an intention to establish a branch in Des Moines.

Liberty Freight Forwarding & Warehouse Co., New York City, has taken over under lease the 5-story building, 50 by 78 feet, at 571-573 Hudson Street, and will occupy it as a warehouse.

Lone Star Ice Co., Austin, Tex., is planning a \$50,000 cold storage warehouse and ice plant at Taylor, Tex.

Luley Abattoir Co., St. Paul, Minn., has preliminary plans for a \$150,000 3-story and basement cold storage warehouse.

McEwen Fruit & Truck Growers' Association, McEwen, Tenn., has plans for a \$25,000 1-story addition to its warehouse.

Manchester Terminal Corp., Houston, Tex., is the new name selected for the recently organized Manchester Terminal & Warehouse Co. The capital stock has been increased to \$1,500,000 from \$1,000,000.

Martin Moving & Storage Co., Hagerstown, Md., has been given a permit to erect a 2-story warehouse and office building, 50 by 160 feet, at 801-803 Pennsylvania Avenue.

Merchants & Miners' Transportation Co., Jacksonville, Fla., is considering expenditure of \$300,000 to extend and improve its port terminals, warehouses, etc.

Merchants Refrigerating Co., New York City, is said to have preliminary plans for a \$1,000,000 multi-story cold storage warehouse at Pennsylvania and Vanderpool Avenues, Newark, N. J.

Mississippi Ice & Utilities Co., Pascagoula, Miss., has plans for a \$40,000 1-story cold storage warehouse addition, 47 by 50 feet.

Nash-Finch Co., Pawhuska, Okla., has begun construction of a \$50,000 cold storage warehouse.

New Orleans Board of Dock Commissioners, New Orleans, will soon begin expenditure of \$100,000 to rebuild warehouses and terminals recently wrecked by fire.

New York Central Railroad Co., New York City, has awarded a contract for a \$100,000 warehouse, 35 by 355 feet, to stand two stories high, at 701 West 135th Street.

Newland Ice & Cold Storage Co.,

(Concluded on page 58)

New Incorporations Within the Industry

Acme Storage Warehouse, Chicago.—Capital, \$25,000. Incorporators, Louise Dana, R. P. Dana and P. J. Cody.

Adair Transfer Co., Anniston, Ala.—Transfer and express. Capital not stated. Incorporators, J. N. Adair and J. W. Adair.

Associated Warehouse, Inc., Grand Rapids, Mich.—Capital, \$100,000. Incorporators, Harold V. Wood, Paul Scholten and Cornelius A. Bishop.

Capital City Warehouse, Inc., Albany, N. Y.—Capital, \$150,000. Incorporators, Frank P. Dolan, J. A. Dolan and H. M. Kramath.

Celo Ice Co., Chicago.—Cold storage warehouse and ice plant. Capital, \$25,000. Incorporators, G. E. Mueller, R. F. Smith and L. S. McDonough.

Chapman & Crawford Transfer Co., Baltimore.—General transferring and trucking. Capital, \$200,000. Principal incorporator, Harry B. Chapman.

City Ice Co., Wilmer, Tex.—Cold storage warehousing and ice making. Capital, \$20,000. Incorporators, B. B. Beasley and D. N. Winniford.

Cold Spring Ice & Cold Storage Co., Camden, N. J.—Cold storage warehousing. Capital, \$150,000.

Dickinson Warehouse, Galveston, Tex.—Capital stock, \$1,000. Incorporators, John Christensen, N. E. Leopold and John Sterling, all of Galveston.

Farmers' Gin & Warehouse Co., Thomaston, Ala.—Capital, \$16,000. Incorporators, C. C. Williams and B. F. Ward.

Gordon Moving & Expressing Co., Inc., Chicago.—Transfer and express. Capital, \$4,000. Incorporators, J. D. Harris and John Clark.

Hill Brothers Storage & Furniture Co., Los Angeles.—Warehousing and transferring. Capital, \$500,000. Incorporators, William W. Hill, Mortimer C. Hill and James M. Hill.

Houston Terminal Warehouse & Cold Storage Co., Houston, Tex.—Capital stock, \$1,300,000. Incorporators, R. H. Baker, F. J. Heyne and Sam Streetman.

James Warehouse Co., Chicago.—Capital, \$20,000. Incorporators, Arthur Winner and Max Dicker.

London Dock & Warehouse Co., Tacoma, Wash.—Capital stock, \$10,000. Incorporators, Emmet H. Rogers, O. H. Seiple, W. H. Foster, David S. Patullo and E. K. Worthington.

Mack's Moving & Storage Co., Newark, N. J.—General warehousing and transferring. Capital, \$100,000. Incorporators, Alexander W. Sansome, Laurence Cemel and Thomas McCracken.

Joseph Moliterna, Inc., New York City.—General transferring and trucking. Capital, \$5,000. Incorporators, Joseph Moliterna and W. Eberhardt.

Nelson Storage & Rug Co., Chicago.—Storage warehousing and cleaning. Capital, \$5,000. Incorporators, Abraham Binder and Herman Binder.

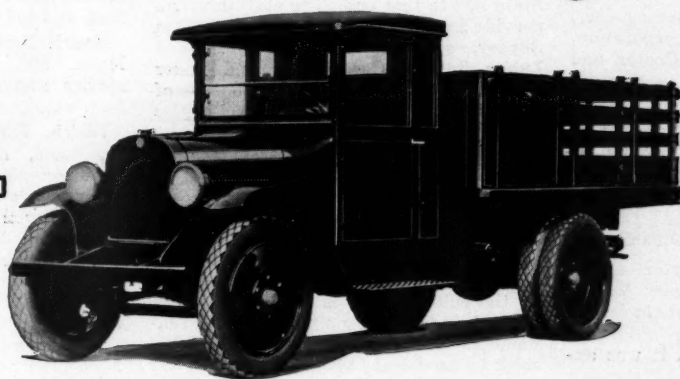
North Shore Storage Warehouse Co., Inc., Queens, N. Y.—Capital, \$250,000. Incorporators are Lee M. Pasquin,

(Concluded on page 58)

News!

Budd-Michelin Dual Wheels are optional equipment on Graham Brothers 2-Ton Truck

No extra charge!



Plus value and *plus* service in this new 2-ton model.

Budd-Michelin Dual Wheels and pneumatic tires add to the traction. They save the truck from the buffets of the road. They save the load. They save the driver. They assure the truck a longer and more widely useful life.

Every Dual-equipped Graham Brothers Truck joins an army of 60,000 trucks and buses which are getting 15,000 to 20,000 miles to a set of tires. That's *plus* value and *plus* service.

BUDD

WHEEL COMPANY

Detroit

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

New Incorporations Within the Industry

(Concluded from page 56)

Mary Pasquin and Michael J. Hawkins.
Old Monroe Warehouse & Elevator Co., Old Monroe, Mo.—General warehousing, etc. Capital not stated. Incorporators, W. H. Dyer and H. H. Gillis.

Owen Warehouse Co., El Paso, Tex.—Capital stock, \$10,000. Incorporators, W. T. Owen, Jerome Dale and Amelia Dale.

People's Warehouse Co., Inc., Winston-Salem, N. C.—Capitalization, \$150,000.

Rail & Lake Warehouse Co., Cleveland.—Capitalization, \$10,000. Incorporators, C. E. Cole, W. G. Cole, William T. Clark, T. Wolforth and William M. Waldeisen.

R. L. T. Corporation, Chicago.—To operate storage warehouses and garages. Capital, \$40,000. Incorporators, R. M. Johnson, E. E. Wilson and L. K. Edmondson.

H. H. Smith Storage Co., Kansas City, Mo.—General storage warehousing. Capital not stated. Incorporator, H. H. Smith.

Warehouse Realty Corp., Jersey City, N. J.—Capital, \$100,000. Incorporators, Richard J. Nagle, James J. Conlon and Hyman Stern.

York Grand Co., New York City.—Warehousing and trucking. Capitalization, 200 shares of common stock, no par value. Incorporators, H. H. Berry and J. Oppe.

Would Sell Cathcart Company

The warehouse, vans, motor trucks and equipment of the Cathcart Van & Storage Co., Atlanta, Ga., would be offered for sale at the office of Harry Dodd, referee in bankruptcy, it was announced in Atlanta on Oct. 12, the sale to be subject to the lien of G. L. Miller & Co., trustee, of approximately \$135,000, as well as to other liens of smaller amounts. It was stated that notes, accounts and choses in action belonging to the company, amounting to \$30,000, also would be sold to the highest bidder.

The Cathcart company, headed by T. F. Cathcart, Sr., as president, was established in 1903. Its investment as set forth in the statement prepared late last year for the 1926 Warehouse Directory was \$275,000 and it operated some 70,000 square feet of floor space, largely for the storage of household goods. The company is a member of the National Furniture Warehousemen's Association and the Southern Warehousemen's Association.

It was anticipated, in advance of the day set for the sale, that the company probably would be purchased by another Atlanta warehouse company and the warehouse continued in use.

Aiding the Red Cross

James W. Ames of the Ames Transfer Co., New York City, heads a volunteer roll call chairman a special "van owners

and furniture warehouses and warehouses and trucking" group to enlist the maximum response, throughout the warehousing and trucking field in New York, to the American Red Cross annual call opening on Armistice Day, Nov. 11, for funds to maintain the organization's relief work and public health program.

The warehousemen and truckmen constitute one of the first of 200 groups formed in accordance with the plan of committee organization of the city into various industrial, banking, mercantile and professional groups to carry the appeal into every branch of industry. Mr. Ames announced that he had as his goal a 100 per cent enrollment "with a Red Cross button on every person in the trucking and warehousing field."

Registrations and Gas Taxes

At a recent meeting of the directors and vice-presidents of the Indiana Transfer & Warehousemen's Association, Inc., resolutions were adopted holding the cartage and transfer industry to be a public utility. It was decided to make an effort, at the coming session of the Indiana Legislature, to have enacted a State law to that end. The statute would provide for regulation, according to Tom Snyder, secretary under the Indiana Public Service Commission and under the councilmanic or regulatory boards of incorporated and unincorporated cities and towns.

The association is undertaking also to bring into effect a uniform registration fee for policing and as a basis for certificates of title on all classes of vehicles, together with a gasoline tax "sufficient to provide for such progress in road construction and maintenance as is desired by the public." This is held by the association's legislative committee to be "fundamental in principle because it is the most economical and fairest method known for measuring the miles used as well as the road destructibility of the vehicle."

Cartage and transfer interests in Kentucky and Ohio are expected to join with the industry in sponsoring uniform registration fees and gas taxes, according to Mr. Snyder, and the Indiana association is endeavoring to enlist also the support of the industry in Michigan, Illinois and Missouri.

Alamac in Bankruptcy

The Alamac Storage Warehouse, Inc., New York City, has filed a voluntary petition in bankruptcy in the United States District Court. Liabilities were given as \$10,283. Assets were set forth at \$221,100, the main items being furniture, trucks and office equipment valued at \$12,000 and a judgment claim of \$8,100. The principal creditors named are S. Schneider Sons & Co., \$1,795, and the Rialto Furniture Co., \$1,183.

A six-story concrete warehouse, 50 by 100 feet, is being built by the Boston & Maine Railroad in the freight yards between the new main office headquarters and Prison Point, Boston.

Construction, Removals, Purchases and Changes

(Concluded from page 56)

Kansas City, Mo., is considering construction of a cold storage and ice plant estimated to cost \$75,000 with equipment.

People's Warehouse Co., recently organized in Winston-Salem, N. C., is planning to erect a \$500,000 warehouse on local site.

Planters' Warehouse, Knoxville, Tenn., has awarded a contract for a \$50,000 storage building, 130 by 256 feet.

Polar Ice Storage Co., Tampa, Fla., has filed plans for a \$30,000 1-story cold storage warehouse on Fifth Avenue.

Prudential Storage & Moving Co., Los Angeles, has completed its \$70,000 Class A warehouse at 1617 So. Vermont Ave.

San Antonio Bonded Warehouse Co., San Antonio, Tex., has purchased property at Comal and Belgado Streets, and plans the construction of a \$150,000 3-story warehouse primarily for cotton service.

Santini Bros., Inc., New York City, has awarded a contract for its proposed \$300,000 10-story warehouse, 50 by 112 feet, at 1407 McCombs Road.

Smith Brothers Express, Cambridge, Mass., has filed plans for a 1-story service and garage building, 50 by 62 feet, at Putnam and Grove Streets.

Smith, Hinchman & Grylls, Detroit, architects, has plans for a \$250,000 warehouse on Midwood Avenue for a warehouse company whose name is temporarily withheld.

Southern Pacific Railway, San Francisco, will take bids in November on a \$300,000 1-story warehouse and freight terminal, 60 by 400 feet, at Bakersfield, Cal.

Stimpson Terminal, Inc., Cambridge, Mass., will proceed with the construction of a \$200,000 warehouse at Erie and Sidney Streets.

Symons Storage Warehouse Co., Chicago, has plans for a \$150,000 5-story and basement warehouse, 120 by 50 feet, at 2431 Irving Park Boulevard.

H. Y. Tillman, Valdosta, Ga., executive vice-president of the Citizens' & Southern Bank, is heading a project to construct and operate a \$40,000 bonded warehouse largely for tobacco storage.

Titusville Transfer Co., Titusville, Fla., has plans for a \$20,000 addition to its warehouse.

Union Ice Co., Ventura, Cal., has acquired property on Main Street near Pacific Avenue as a site for a \$35,000 cold storage warehouse.

Washington Cooperative Egg & Poultry Association, Seattle, Wash., is planning a \$150,000 4-story and basement warehouse, 115 by 155 feet, at West John Street and Elliott Avenue.

Wiggin Terminals, Inc., Boston, has plans for a \$1,000,000 terminal warehouse in Charlestown, Mass.

Yakima Fruit Growers' Association, Yakima, Wash., has preliminary plans for a \$175,000 cold storage warehouse at Zillah, Wash., to replace a building recently wrecked by fire.

Truck Drivers Like Walker Electric Trucks



Because

Easy steering.

Simple control.

Quick pick up.

Silent and clean.

Always ready to go,
no adjustments to
make on the road.

No engine vibra-
tion.

No idling at traffic
or delivery stops.
Sure trip makers
regardless of
weather.

Truck owners and superintendents now-
adays know it pays to keep drivers happy.
The driver of a Walker Truck gets more
results for you — and gets them easier.

Order Walkers now!

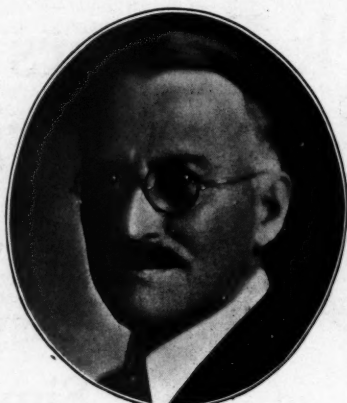
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CHICAGO

WALKER ELECTRIC TRUCKS

LOWEST TRUCKING COST ON CITY ROUTES

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

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Licensed Engineer

Leadership

To attain the coveted position of leadership in the field of warehouse design and construction, Moores & Dunford chose men who were leaders—men noted for their special adaptability to the particular branch of work they are called upon to perform.

Such an organization, composed of specialists, can safely be said to render a service comparable to none—a service equally valuable to the warehouseman, the banker and to financial interests—a service complete in every detail.

To the industry the name of Moores & Dunford means the preparation, in full, of architectural and engineering plans, supervision and construction of building, installation of machinery, devising and installation of accounting and recording systems besides the service of Consulting Engineers on the design and installation of mechanical and electrical equipment plus complete investigations and reports on warehouses and terminal property for banking and financial interests.

There is not a phase of warehouse design and construction that is not covered by Moores & Dunford service. At the present time there is under design and construction work representing \$28,000,000 in which this organization has been retained in the capacity of Architect, Engineer or Consulting Engineer. This is leadership which lends to all Warehousemen that which they seek—a source so thorough, so dependable, so complete as to cover every possible contingency—every possible need—every possible form of service.

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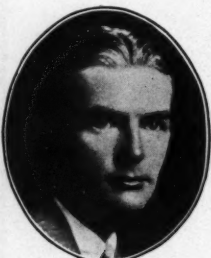
New York City



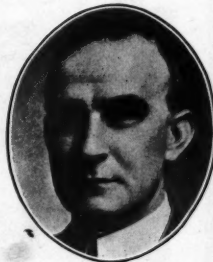
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Chief Engineer in Charge of Mechanical, Electrical and Cold Storage Design.



H. J. SCHWARZ,
Architect in Charge of Architectural Department.



J. EDWARD MACDERMOTT,
Secretary and Assistant Treasurer, Certified Public Accountant, in Charge of Department Warehouse, Accounting and Installation of Systems.

The Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

"ANDY" SAYS:

MR. H. A. HARING, Contributing Editor and Editorial Staff representative of *Distribution and Warehousing*, has started on an extended trip of several months to the Pacific Coast.

This will be welcome news to most warehousemen in the cities he visits because Mr. Haring has become one of the best known writers in the country on warehouse subjects.

Aside from his regular contributions to *Distribution and Warehousing*, Mr. Haring's articles have appeared quite regularly in such publications as *The Nation's Business*, *Advertising and Selling*, *Printers' Ink*, etc. He is also the author of "Warehousing," which is one of the most comprehensive treatises on public merchandise warehousing that has ever been written.

Mr. Haring's purpose in making this long journey to the Coast is to become personally acquainted with as many warehousemen as possible and to aid and assist them in such ways as he may without seriously interfering with his important editorial work. Not knowing in advance just which warehousemen he will connect with, *Distribution and Warehousing* wishes to

use this means of introducing him to those who may not already have had the opportunity to meet him.

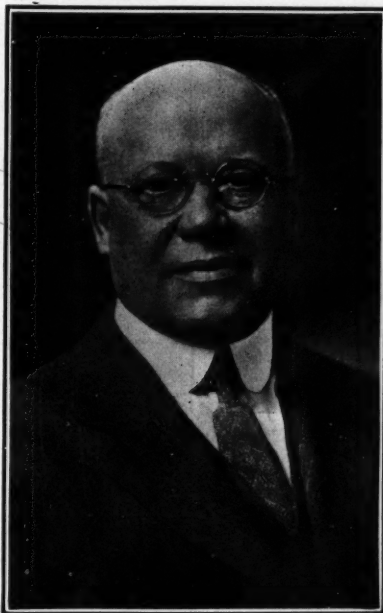
His acquaintance is one of that every merchandise warehouseman should cultivate and, appreciating Mr. Haring's sterling qualities as we do, we know much benefit will result for warehousing in general if the local associations will try to make it an occasion for a general get-together meeting when he is in their cities.

The two series of articles by Mr. Haring running in *Distribution and Warehousing*, one entitled, "Public Warehousing and Economic Distribution," the other on "New Business for Warehouses," will appear regularly as in the past; but in addition to these, Mr. Haring will contribute other texts of importance to warehousemen, based on his experiences while away from New York.

We want you to know that Mr. Haring has much to do with the formation of *Distribution and Warehousing's* editorial policies, and suggestions to him from the industry as to ways and means for improving the editorial content of this publication will be reflected in future issues.

"ANDY."

H. A. Haring



"Distribution and Warehousing's" contributing editor, now on an extended trip to the Pacific Coast.

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

November	Wisconsin Warehousemen's Association	(To be decided)
November 26-27	Indiana Transfer & Warehousemen's Association	Indianapolis
December	Illinois Association of Warehousemen	Chicago
December or January	American Warehousemen's Association	Probably Kansas City
December or January	American Chain of Warehouses	Probably Kansas City
December or January	Distribution Service, Inc.	Probably Kansas City
December or January	National Distributors' Association	Probably Kansas City
January	National Furniture Warehousemen's Association	(To be decided)
January	New Jersey Furniture Warehousemen's Association	Newark
January	New York Furniture Warehousemen's Association	Baltimore
February	Maryland Furniture Warehousemen's Association	Baltimore
February	Pennsylvania Furniture Warehousemen's Association	Philadelphia
June	Canadian Storage & Transfermen's Association	Winnipeg

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

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BRADSHAW-PLOSSER CO., Inc.

Receiving and Warehousing of General Merchandise in carloads or less than carloads. Direct connection with all railroads.

Trucks and horse drawn equipment.

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ONE block from Terminal Station

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Charlie's Transfer Co.

Incorporated 1903

**Distributors and Forwarders
Storage and Hauling**

We specialize on merchandise handling.

Private siding, connecting with all railroads.

BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

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AND****WAREHOUSE CO.**

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WAREHOUSES

MERCHANDISE and HOUSEHOLD GOODS
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Distribution of Pool Cars Given Special Attention—Motor Trucks in
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**Wittichen's
Fireproof Warehouse**

Operated by
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Hauling, Packing Household Goods and
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Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

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"A COMPLETE SERVICE"

Modern Offices—Storage—Drayage & Distribution
Located in the heart of the wholesale and
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Fireproof Sprinklered Low Insurance

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Fireproof Sprinklered

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Complete Service
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The Men Who Distribute
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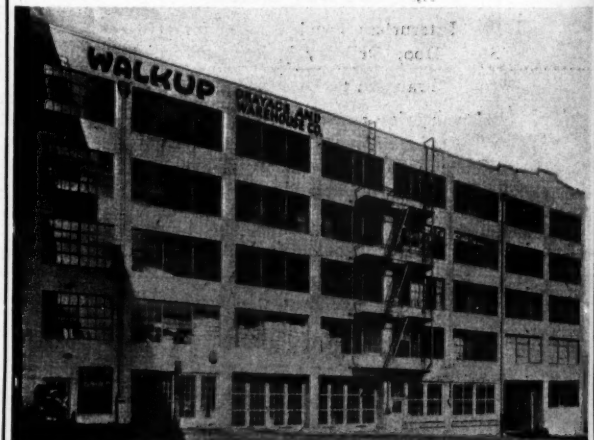
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Reciprocity at every opportu-
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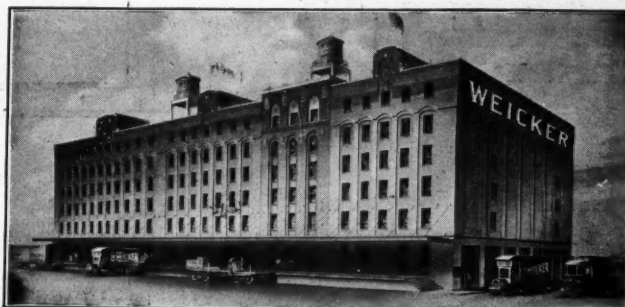
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That takes him from OBSCURITY and lands
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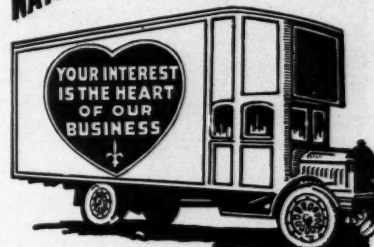
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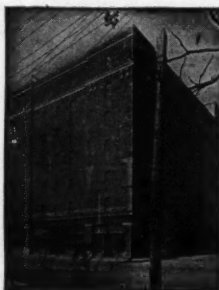
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Every Facility That Will Contribute to the
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3 Railroad Sidings

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Merchandise Only**

Specializing in Pool Car Distribution

Member American Warehousemen's Association

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But Our Service as Good as the Best.

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Murphy Chairs

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Merchandise

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Private Siding
Connecting all lines

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General Storage—Re-Consiging
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Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and Steamship Docks

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HONOLULU

consign to us and the same will be given our best
attention. Modern Concrete Warehouses. Col-
lections promptly remitted. Correspondence
solicited.

CITY TRANSFER COMPANY

Cable Address:

LOVERINO, HONOLULU

BOISE, IDAHO

PEASLEY

TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING

419 SO. EIGHTH STREET

BLOOMINGTON, ILL.

STORAGE AND FORWARDING

The Whole Corn Belt Is At Our Door

Free Switching connects our loading platform with five
truck lines. That means that no matter where your fac-
tory may be, you can ship to us by carload with the mini-
mum amount of switching, time and freight. It also means
that reshipments we make for you go by the most direct
route, in the shortest possible time, with the least amount
of handling or transferring. Practically every point in the
Middle West can be reached direct from our door by L. C. L.
shipment.

This is a big factor in successful pool-car distribution, and
one that should incline you in our favor as the distributors,
when you decide to take advantage of the many benefits of
that method.

JOHNSON TRANSFER CO.

Bloomington, Illinois

BLOOMINGTON, ILL.

Brunton's Transfer & Storage Co., Inc.

Est'd 1905

Inc. 1920

Moving, Packing, Shipping, Storing
Pool car distribution

Office: 415 N. Center St., Phone 813

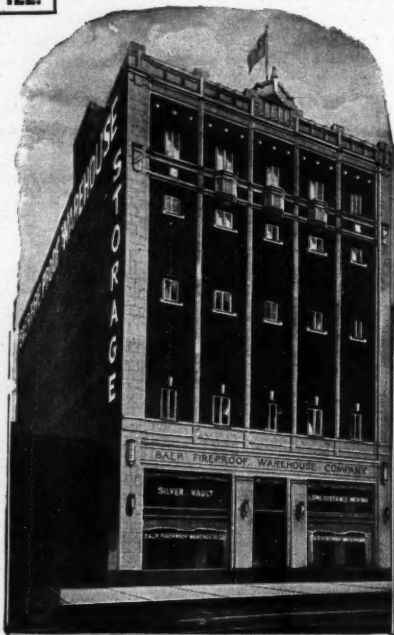
CAIRO, ILL.

Glynn's**Transfer and Fireproof Storage Warehouse**MOVING—PACKING—SHIPPING—STORING
DISTRIBUTING POOL CARS

Private Siding—Trucking Service—Member N.F.W.A.

**The Only Storage Firm in the City Who Own Their
Fireproof Building**

CHICAGO, ILL.



Established 1892

BAER FIREPROOF WAREHOUSE CO.POOL CAR DISTRIBUTORS
Of Furniture and Pianos

Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture Ware-
housemen's Assoc.—Illinois F. W. Association—Furniture
and Piano Movers Assoc.

General Office—1927 Milwaukee Avenue, Chicago, Illinois

CHICAGO, ILL.

BEKINSHousehold Shipping
CompanyReduced Rates on Household Goods, Automobiles
and Machinery

General Offices, 905 BEDFORD BLDG., Chicago

NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

CENTRAL**STORAGE & FORWARDING CO.**

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSESOn the great Chicago Junction Railway—In the world-
famous Central Manufacturing District—The geographical
center of Chicago.No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½c

No Trap-Cars Here

L. C. L. Freight Loaded Direct to Destination

WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

**Are You a Judge of Warehouses?
Come and Look at a Good One**See for yourself our location with reference to Chi-
cago's central business district. Walk through our
low-insurance-rate buildings. Watch our men and
equipment expediting goods. See our tunnel connec-
tion with all outbound railroads. Read our financial
statement.We are confident that you will decide to consign
future carloads to**Currier-Lee Warehouse Co.**

427 W. Erie Street

Chicago, Illinois

Associated with Distribution Service, Inc.

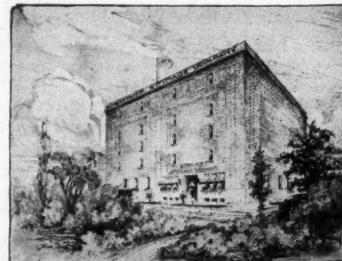
Offices in New York, Chicago and San Francisco

CHICAGO, ILL.

ESTABLISHED 1892

**EMPIRE
WAREHOUSES, INC.****8** FIREPROOF WAREHOUSES **8**
For
Household Goods
POOL CAR DISTRIBUTION**In the Heart of North and South Sides**

Private Sidings on Chicago Junction and Illinois Central

**For Efficient Service
Ship the EMPIRE Way****Warehouses**40th St. and Calumet Ave.
4717-16 Cottage Grove Ave.
5041-45 Lake Park Ave.
5147-53 Cottage Grove Ave.
1117-19 East 62nd St.
6154-56 Wentworth Ave.
6824-26 Stony Island Ave.
4015-17 Broadway

General Offices: 52nd St. and Cottage Grove Ave.

Member A-W-A, N-F-W-Assn., I-F-W-A

CHICAGO, ILL.

Globe Express and Van Co.
AUTOMOBILE STORAGE

4350-56 OGDEN AVE., CHICAGO

Cartage Contractors Furniture and Piano Movers

CHICAGO, ILL.

Branch Office Service

Desk space completely equipped with fire-proof storage space and motor truck service available when wanted for manufacturers or manufacturers agents.
Particularly well located for the automobile or printing trade.

GOOLD STORAGE COMPANY

Est. 1875 2219-21 Cottage Grove Ave.
CHICAGO

CHICAGO, ILL.

HARDER'S

Fireproof Storage and Van Company
now operated by

EMPIRE WAREHOUSES, INC.

General Office—52nd and Cottage Grove Ave.
N-F-W-A I-F-W-A A-W-A

CHICAGO, ILL.

EMPIRE
Merchandise Warehouse

On Chicago Junction Ry.—connecting
with all Trunk Lines

Daily Trap Car Inside Trackage
Extensive Delivery Facilities

Centrally Office and Desk Space
Located for Tenants

Efficient Organization
and Equipment

40th St. and Calumet Ave.

Member American and Illinois Whsmn's Assn's

Some people need "3 fingers" of old Scotch,
And then three more—it wouldn't hurt them
much—

If only to light up their drowsy eyes,

Bestir themselves and Start to advertise.

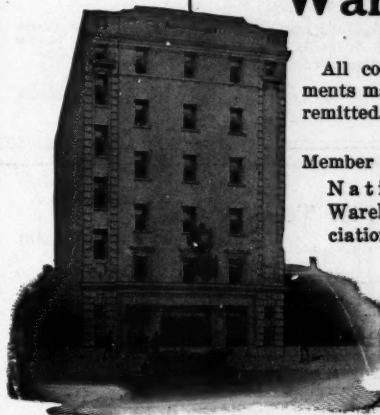
"Pop."

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

**Storage
Warehouses**



All collections on shipments made to us promptly remitted.

Member of

National Furniture
Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Ave.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

Englewood Office
5711 So. Halsted St.
Englewood 0700

Woodlawn Office
6150 Cottage Grove Ave.
Fairfax 7000

JOYCE BROTHERS CO.

Moving and Storage

Expert Packing and Crating
Long Distance Hauling

Rogers Park Office
6428 No. Clark St.
Rogers Park 0033

Downtown Office
31 No. State Street
Phone Central 5800

CHICAGO, ILL.

General Merchandise Storage

Low insurance rates—Free Switching by all roads. Superior trucking and delivery service by our Hundred Trucks.

EDWARD LASHAM CO.

1555 South State Street

Chicago

The Men Who Distribute

Quality Brands

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CHICAGO, ILL.

MIDLAND WAREHOUSE & TRANSFER CO.
MERCHANDISE STORAGE and DISTRIBUTING
15th St. and Western Ave.
Chicago, Ill.

WAREHOUSES
NO. 1 439 AND ROBEY STS.
NO. 2 159 W. AND WESTERN AVE.
NO. 3 159 W. AND WESTERN AVE.

No Cartage or Trap Car Delays in Making L. C. L. Shipments.

CHICAGO, ILL.

North Pier Terminal Company
589 East Illinois St. Telephone Superior 5606

Largest Terminal Warehouse in Chicago.
16,800,000 cu. ft. Genl. Stg. and Leasing On North Pier Slip.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

CHICAGO, ILL.

Railway Terminal & Warehouse Company
444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service
Tunnel Service—Cut your cartage in half

ADVERTISING
Doesn't Jerk — it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

CHICAGO, ILL.

Soo Terminal Warehouse
519 W. Roosevelt Road Chicago, Illinois

Merchandise Storage and Distribution
Pool Cars Efficiently Handled

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

"THE ECONOMICAL WAY"

CHICAGO, ILL.

Chicago
Jos. Stockton Transfer Co.

1020 South Canal St., near Taylor St.

Teaming of Every Description—City Delivery Service and Carload Distributors

CHICAGO, ILL.

CHICAGO'S
BIG DOWNTOWN WAREHOUSE

"At the Edge of the Loop"

Stocks Carried for Out-of-Town Manufacturers; Storage-in-Transit Privileges; Prompt Rail Shipments Anywhere Without Cartage Expense; Pool Cars Distributed; Office and Warehouse Space To Lease.

For Modern Warehousing Service as Adapted to Your Individual Distributing Requirements in the Midwest Market, Consult

WESTERN WAREHOUSING COMPANY
329 W. POLK ST., CHICAGO E. H. Hagel, Supt.

DANVILLE, ILL.

Beeler Transfer & Storage

Merchandise Pool Car Distribution.
Furniture Storing, Packing & Shipping. Auto Truck Service. Long Distance Hauling. City and Inter-urban Delivery.

208-210 West Main St.

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.



Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

American Warehouse Association.
Members National Furniture Warehousemen's Association.
Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

Ship to Meridith for Prompt Service in Decatur and Environs

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

F. M. MERIDITH

Storage and Transfer Co.

320-350 E. Cerro Gordo

Decatur, Ill.

DECATUR, ILL.

Since 1892

HAMMAN BROS.

Transfer & Storage Co.

Decatur's pool car distributors. Spot stock deliveries. Merchandise and Household Goods Storage. Private siding and free switching to the ONLY FIREPROOF WAREHOUSE in the City. Truck and Team service.

Office:—WILLIAM ST. at BROADWAY.

ELGIN, ILL.

Elgin Storage & Transfer Co.

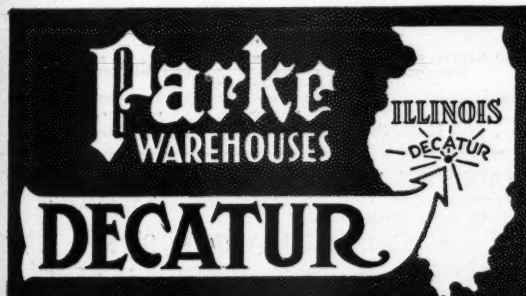
A. C. MUNTZ, Pres.

H. C. MUNTZ, Mgr.

Merchandise and Furniture Storage, Long Distance Hauling. Bonded Warehouse. Storing, Packing, Shipping.

Warehouse and Office: No. 60-62 North Grove Ave.

DECATUR, ILL.



Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points—

PARKE WAREHOUSES

Decatur, Illinois

STORAGE AND DISTRIBUTION

EVANSTON, ILL.

Evanston Transfer Co.

MOVING - PACKING - SHIPPING
LONG DISTANCE REMOVALS

Phone University 5112

716 MAIN STREET

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company

Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West. Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.

No switching charges. Chicago freight rates apply.

MOLINE, ILL.

Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company

1205-1209 Fourth Ave.

Moline, Illinois

The Men Who Distribute

Moline Plows

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

The Men Who Distribute

Indian Motorcycles

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

PARIS, ILL.

30 Years of Constant Trying for a Better Service Has Made Ours
the Best

REED TRANSFER & STORAGE

STORAGE WAREHOUSE.
HOUSEHOLD FURNITURE AND PIANOS.
PACKING, CRATING AND SHIPPING.

315 N. Main Street

Telephone 132

PARIS, ILLINOIS

ROCK ISLAND, ILL.

Rock Island Transfer & Storage Co.
Merchandise Warehousing and Distribution

Motor Truck Service

C. B. & Q. SIDING

FREE SWITCHING FROM ALL OTHER ROADS

ROCKFORD, ILL.

*"The Choice of the Greatest Industries"*

ROCKFORD, ILL.

**Carry Spot Stocks
at Rockford—and at
The Bartlett Warehouse**

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fire-proof construction, and centrally located. The downtown district and all freight stations are within four blocks.

Bartlett Storage Warehouse
Rockford, Illinois

SPRINGFIELD, ILL.

Merchants Transfer & Storage Co.

BONDED WAREHOUSE

Storage, Packing, Moving and Shipping, Private Siding
Wabash R. R., Free Switching from all railroads.
Merchandise and Pool Cars a specialty.
Long Distance and Heavy Hauling.

1000 East Monroe Street, Springfield, Illinois

EVANSVILLE, IND.

CENTRAL WAREHOUSE COMPANY

Incorporated

Public Storage and Warehousing
Merchandise and Pool Car Distribution
Spot Stock Delivery

Private Siding—Southern Tracks—Free Switching from IC—L&N—LE
& St. L.—Big 4—C&E—when billed in our care.

Office, 105 Heidelberg Avenue

Evansville, Indiana

FORT WAYNE, IND.

AUG. C. BORGMANN

CLIFF H. BORGMANN

A. C. BORGMANN & SON

TRUCKING, MOVING AND GEN. TRANSFER
STORAGE, PACKING AND CRATING
DISTRIBUTING

Office, 1618 S. Harrison

Stables, 333-335 S. Clinton

FORT WAYNE, IND.

Fort Wayne Storage Company
FORT WAYNE, INDIANA

General Merchandise
Storage and Forwarding

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.
"FIREPROOF" BUILDINGS

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries
Private siding

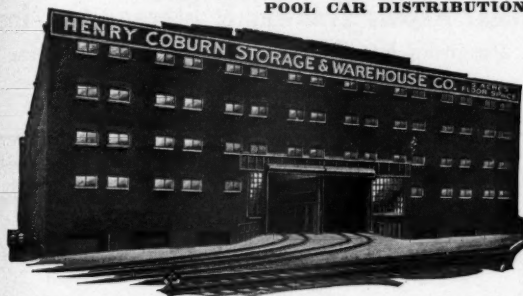
**KEEP IT UP!**

One step won't take you very far, you've got to keep on walking;
One word won't tell them what you are, you've got to keep on talking;
One inch won't make you tall, you've got to keep on growing;
One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, President of the
Massachusetts Warehousemen's Association.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION



Orders enroute same day received. No trap car delays.
Operating our own truck equipment.

INDIANAPOLIS, IND.

Shank Fireproof Storage Co.

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

PACKING
STORAGE

MOVING
FORWARDING

Members of N. F. W. A.

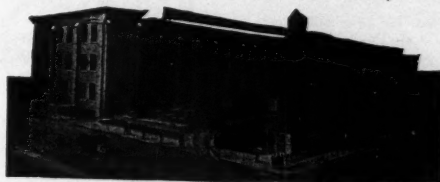
INDIANAPOLIS, IND.

D. & D. TRANSFER & STORAGE CO.
Indiana Licensed Class A Warehouse
221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.
Private R. R. Siding—Free Switching.
Over 21 Years Continuously Serving
Local and National Firms

INDIANAPOLIS, IND.

INDIANAPOLIS, IND.



Tripp Warehouse Company
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Centrally Located in Shipping District
Motor Truck Delivery No Trap Car Delays
"Service That Satisfies"

INDIANAPOLIS, IND.

Indiana Refrigerating Company

240 So. Pennsylvania St. Telephone Main 0403



Largest Cold Storage Plant in Indiana.
2,250,000 cu. ft. Cold Storage. 125 Tons Ice Daily.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

LAFAYETTE, IND.

C. R. Whistler Transfer & Storage Co.

Fireproof Storage
Cor. First and Columbia Street Lafayette, Ind.

Heavy Haulage our specialty.
General distribution and storage of merchandise.
Motor van for local and distance moving.
Storage for household goods and machinery.
Packing and shipping.
Private siding: CCC & St. L. and Nickel Plate Lines.

MARION, IND.

VIRGIL F. LEMON

FIREPROOF STORAGE and WAREHOUSE

Local and Long Distance Moving

Office, 314 S. Branson St. Marion, Indiana

Furniture Packing, Storing and Shipping

INDIANAPOLIS, IND.

Indiana Terminal Warehouse Company
Pennsylvania & Georgia Sts. Telephone Lincoln 7511



Free Traction Trap Car Service Saves Cartage and Delay.
3,000,000 cu. ft. Genl. Stg. Two Blocks from Center of City.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

The Men Who Distribute

United Drug Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

THE SUBSCRIPTION PRICE OF
Distribution & Warehousing

IS
\$2.00 A YEAR

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

SOUTH BEND, IND.

WARNER WAREHOUSE CO.
Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Member: American Warehousemen's Assn.

TERRE HAUTE, IND.

Bauermeister Terminal Company

Private R.R. Track—Capacity 21 Cars connecting with all Lines

Merchandise Storage and Distribution a Specialty
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. Members American Chain of Warehouses.

BURLINGTON, IOWA

Solicits your shipping
on the basis of**SERVICE**
PROMPTNESS
EFFICIENT HANDLING
EXCELLENT FACILITIES FOR
DISTRIBUTION IN EVERY PHASETransit Privilege on Sugar, Potatoes, Lumber & Beet Pulp
Low Insurance Rate

Pool Cars Storage Distribution

MERCER TRANSFER & STORAGE CO.
Burlington, Ia.**MERCER**
ON THE
MISSISSIPPI

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer & Storage Co., Inc.**Fireproof Warehouse Motor Truck Service**Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

DAVENPORT, IOWA

Where the
West BeginsReliable for
20 Years
Saving-freight
The
Mississippi
Rate BreakFireproof Warehouse, on Trackage—in the Business and Shipping District of Davenport.
Reference—83 Nationally Known Firms Using Our Distributing and Warehouse Service.
Ewert & Richter Express and Storage Co., Davenport, Iowa

The Men Who Distribute

Tropical PaintRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

DES MOINES, IOWA

SERVICE
FOR THE SHIPPEROur service and equipment enables us
to handle your shipments to the best advantage.Warehouse located within a short haul
of local depots and wholesale and retail districts.

Storage for all commodities.

Pool car distribution.

Write for rates and information.

Place spot stocks with us and give your
customer quick service.200 Package Cars leave Des Moines daily,
furnishing 24-hour service to surrounding
territory.Member:
American Chain of Ware-
houses, Incorporated
Eastern Representative:
260 W. Broadway,
New York City
Western Representative:
203 So. Dearborn Street
Chicago**MERCHANTS**
TRANSFER & STORAGE CO.Ninth and Mulberry Streets, Des Moines, Iowa
Members: AWA, NFWA.

DES MOINES, IOWA

**YOU REACH ALL OF IOWA
THROUGH DES MOINES**

Let us send you a map showing how easy it is to cover the State from Des Moines.
Write us for any information you may need for distribution in IOWA.

BLUE LINE STORAGE COMPANY



Represented by Distribution Service, Inc.
100 Broad St. New York City
427 Erie St. Chicago
625 Third St. San Francisco
Phone GG-8100 Phone Sup-7180 Phone Satty-3461

MARSHALLTOWN, IOWA

Marshalltown Fire Proof Storage Co.
Fire Proof Warehouse Motor Truck Service

Distributing and Warehousing all classes of merchandise, household goods and automobiles. Excellent railroad connections for pool cars and spot stocks.

OTTUMWA, IOWA

DAGGETT

TRANSFER AND STORAGE

Special Attention Given to Merchandise
Distribution and Pool Car Shipments

MEMBERS:
Central Warehousemen's Club
National Furniture Warehousemen's Association

SIOUX CITY, IOWA

Sixth and Perry Sts., Sioux City, Iowa

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Omaha, Nebr.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.

SIOUX CITY, IOWA

**Berthelsen Transfer and
Storage Company**

Household Goods packed, stored and shipped.

Local and long distance hauling.

Distributors of Pool Cars.

Private Siding.

Household Goods and Merchandise Warehouse.

1509-11-13-15 East Fourth St.
Sioux City, Iowa

Member of Montul Whse. Service, Inc.

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage
300 Iowa Street, Sioux City, Iowa

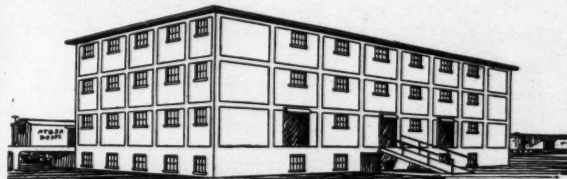
WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

HUTCHINSON, KANSAS



**HUTCHINSON'S
Only Fireproof Warehouse**

Doing a General Warehouse Business
Storing New Merchandise Only

Private Siding A. T. & S. F.

R.R. Free Switching from

A. V. I., C. R. I. & P. & Mo.

Pac. R.R.'s.

Motor Truck Equipment for

L. C. L. Shipments.

Hutchinson Bonded Warehouse

Cor. Cleveland and Second Sts.

Hutchinson

Kansas

OWNER—A. G. Barnett—MANAGER

KANSAS CITY, KANSAS

Inter-State Transfer and Storage Company

FIREPROOF WAREHOUSE

Packing, Moving, Storing and Shipping

738-740 Armstrong

L. J. CANFIELD, Proprietor

Telephone Drexel 3420

PITTSBURG, KANSAS

**Best Location for KANSAS, MISSOURI, and OKLAHOMA
MERCHANDISE STORAGE and POOL**

CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.

P. O. Box 527

The Men Who Distribute

Dr. Miles Medicines

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

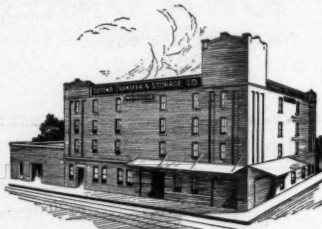
TOPEKA, KANSAS.

N. F. W. A. A. W. A.
O. H. White, Pres. E. F. Dean, Sec. W. F. Atell, Treas.

THE TOPEKA Transfer & Storage Co., Inc.

Established 1880

Three Houses for
Merchandise and
Household Goods



Private switch connections with the A. T. & S. F., O. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

WICHITA, KANSAS

Lowest Insurance

"Where Service Counts"

Storage Distribution and Forwarding

BROKERS OFFICE & WAREHOUSE CO.
—Bonded—

Fireproof

143 North Rock Island Ave.



Private Siding. Direct Connection all Railway Lines Entering City.

Centrally Located in the Jobbing District and to Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

WICHITA, KANSAS

CASELL'S CLEAN WAREHOUSES

Fire Proof

Storage, Distribution. Thirty years' experience. References furnished. Investigate and apply for rates.

THE CASSELL TRANSFER & STORAGE CO.

125-27 N. ROCK ISLAND AVENUE
WICHITA, KANSAS

WICHITA, KANSAS

FIREPROOF WAREHOUSE

CRATING - STORING - PACKING - MOVING - SHIPPING
of HOUSEHOLD GOODS and GENERAL MERCHANDISE
POOL CARS DISTRIBUTED — FREE SWITCHING
SANTE FE, ROCK ISLAND, FRISCO, MO. PAC. E.C.M.&O.
and MIDLAND VALLEY RAILROADS
LOCAL AND LONG DISTANCE HAULING

SOUTHWESTERN TRANSFER & STORAGE CO.



WICHITA, KANSAS

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.
J. H. BRUGH, Sec., Gen. Mgr.



300,000 SQUARE FEET

CAPITAL \$100,000.00



Three Warehouses (Fireproof)

Low Insurance. Complete Retail Connections. We Lend at Current Rates Upon Our Own Warehouse Receipts.

UNITED WAREHOUSE CO.

Wichita, Kansas
115 N. Meade & 815 E. 2nd

Kansas City, Mo.
2114 Central St.

LEXINGTON, KY.

W. R. MILWARD

Furniture Storage

Packing and Shipping

LEXINGTON 159-161-163 North Broadway KENTUCKY
ESTABLISHED 1879

LEXINGTON, KY.

THE UNION TRANSFER and STORAGE COMPANY, Inc. THREE LARGE WAREHOUSES

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE
Member American Chain of Warehouses

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood
of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President.

E. H. Bacon, Vice-President



LOUISVILLE, KY.

J. M. Walker, Pres.

A. A. Botts, Sec'y.



STORAGE & TRANSFER CO.
INCORPORATED

Operating
WAREHOUSES
Memphis
New Orleans
Louisville
Little Rock

Member
N. F. W. A.
So. W. A.

Household Goods

801 W. Main Street

LOUISVILLE, KY.

**SAFETY TRANSFER AND
STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods
Member N. F. W. A.

NEW ORLEANS, LA.

NEW ORLEANS

**In the heart of the
Commercial District**

at New Orleans we have a distrib-
uting depot for package freight,
operated for the particular serv-
ice of the traffic manager by a
specialized organization that
will handle orders as
promptly and efficiently
as your own ship-
ping depart-
ment.

Central
Distributing
Warehouses

Modern
Storage
Warehouses

The most centrally located
warehouse in the city

**COMMERCIAL
WAREHOUSES**

OFFICE: 205 No. FRONT ST.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2ND PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Located on Mississippi River.

Electrical unloading and piling devices provided to eliminate damage
in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHE. CO., Inc.
New Orleans, La.

NEW ORLEANS, LA.

J. M. Walker, Pres.

J. E. Butler, Sec'y.



STORAGE & TRANSFER CO.
INCORPORATED

Operating
WAREHOUSES
Memphis
New Orleans
Louisville
Little Rock

Member
N. F. W. A.
So. W. A.

FIREPROOF STORAGE

Household Goods 1901 St. Charles Avenue

BANGOR, MAINE

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing



Rail and Water Con-
nection—Private Siding

Member

American Chain of Ware-
houses

American Warehouse-
men's Association

National Furniture Ware-
housemen's Association



PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

71-85 Kennebec St.

PORTLAND, MAINE

Warehousing and Distribution Service

Household Goods
Moving—Storing—Packing
Shipping
Special heated room for Pianos
Separate locked rooms for
Furniture

General Merchandise
Light and Heavy Hauling—
Storing—Forwarding
Pool car distribution

Modern fireproof warehouse—Reinforced concrete construction
Private track—Free switching with all roads.

Dependable — Expert — Guaranteed
Warehouse Service for Foodstuffs and Non-Odorou
Commodities

PORTLAND, MAINE

Galt Block Warehouse Company

Portland, Maine

**Storage, General Merchandise, House-
hold Goods and Automobiles**

Private track, sprinkler equipped, low insur-
ance rate. Storage in Transit on Flour,
Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine
J. S. SAWTELLE, Manager

BALTIMORE, MD.

THOS. H. VICKERY, President

BALTIMORE STORAGE CO.

1710-20 Edmondson Avenue

Charles and 26th Sts.

Bruce St. and Summit Place

Member { N. Y. F. W. A.
{ Balt. F. W. A.

Operates 3 Warehouses.

BALTIMORE, MD.

Established 1904

Central Warehouse Company, Inc.

517-525 W. Baltimore St.

Merchandise Storage & Distribution

Railroad Connections - - - Low Insurance
Motor Truck Service

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Whses.: 1019-21, 1206-08 Ridgley St.
Est. 1896**DAVIDSON TRANSFER
& STORAGE CO.***"Baltimore's Leading Movers"*
FURNITURE PACKED, SHIPPED OR STORED.

BALTIMORE, MD.

**FIDELITY
STORAGE CO.**

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted*Members Baltimore Furniture Warehousemen's Association,
National Furniture Warehousemen's Association.**Baltimore's Modern Fireproof Warehouse**

BALTIMORE, MD.

Merchandise—Storage

McCormick Warehouse Co., Inc.

McCormick Bldg.

Rail Connections

BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE
& CARPET CLEANING CO.**

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE

**FURNITURE STORAGE—PACKING—MOVING
CARPET CLEANING**

Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD.

Security Storage & Trust Company*Resources Over One Million Dollars*

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

*Members of
Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association*

HAGERSTOWN, MD.

HAGERSTOWN STORAGE & TRANSFER CO.GENERAL MERCHANDISE STORAGE
HOUSEHOLD GOODS STORAGE—PACKING AND
SHIPPING—POOL CAR DISTRIBUTIONPenn. R.R. Siding Low Insurance Rate
Motor Truck Service

BALTIMORE, MD.



Flour Warehouse (and Principal Office)

Distribute your merchandise to your Eastern patrons
through Baltimore, Md., in car lots via Pennsylvania
Railroad.1. Because of the differential freight rate of 3c per
100 pounds in favor of Baltimore from the West.2. Because the Terminal Warehouse Company as
Agents of the Pennsylvania Railroad as well as ware-
housemen and distributors can render some valuable ser-
vices for you free of charge.3. Because the Terminal Warehouse Co. representa-
tives will be so intent upon rendering you service that
they will, to all intents and purposes, act as your agents.4. Because the four warehouses of the Terminal Ware-
house Company are all located on the tracks of the Penn-
sylvania Railroad and one also has a steamship pier in
the harbor.5. Because any kind of merchandise can be economi-
cally received and distributed through the warehouses of**The Terminal Warehouse Company**
of
Baltimore City

BOSTON, MASS.

**Atlantic Storage and Warehouse
Company**

50 Midway St.

Located in the center of the wholesale district in
Boston and in the center of railroad terminals. We
offer manufacturers complete warehouse service.General Merchandise. Storage and Distribution
Pool Car Shipments Distributed

Direct R.R. connection N. Y., N. H. & H. R.R.

BOSTON, MASS.

**Dorchester Fireproof
Storage Warehouse**

A complete service since 1880

Packing—Moving—Shipping—Storing

Your Boston shipments will receive our
particular attention

MEMBER N. F. W. A.

690 Dudley St.

Boston

BOSTON, MASS.



FURNITURE AND PIANO MOVERS

HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

46 Bromfield St.	Main Office	Boston
587 Columbia Road	Dorchester Office:	Dorchester, Mass.
76 Broadway	Packing Department:	South Boston

BOSTON, MASS.

FORT HILL STORAGE WAREHOUSE

415-429 Atlantic Ave. 825 Summer St.

Located in Center of Business Section

GENERAL STORAGE SPACE AUTOMOBILES

BOSTON, MASS.

GIBBS EXPRESS CO. YETTEN'S STORAGE
ESTABLISHED 1845

POOL CAR DISTRIBUTION

LeBaron R. Yetten 232 State St.

BOSTON, MASS.

Est. 1894 Inc. 1905

J. L. KELSO COMPANY

General Storage Warehouses

1-7 Union Wharf Boston, Mass.
CENTRALLY LOCATED

About equal distance to Steamship and Railroad Lines.
Connecting all Railroads via Union Freight R. R. Co.
No switching charge on cars consigned in our care.
Goods received and delivered from both sides of warehouse.



Our policy: To please our customers and render prompt, efficient and personal service.

Member of
Mass. Warehousemen's Ass'n
American Warehousemen's Ass'n

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co.

STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention
Given to
Distribution



Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R.R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R.R.

Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R.R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R.R.

General Storage Department

Main Office: 178 Atlantic Ave., Boston, Mass.

BOSTON, MASS.

New Haven Terminal StoresNorthern Avenue Stores &
Dock Corporation

308-316 Congress Street, Boston, Mass.

Direct Track Connection
New York, New Haven & Hartford RailroadFree and Bonded Storage of Wool
and General Merchandise

Pool Car Distribution—Prompt Service

Let us submit rates.

WILLIAM B. HARPER
Manager

SALEM, MASS.

SALEM STORAGE WAREHOUSE CO.Household Furniture
Distribution of General Merchandise
Private Siding

295 BRIDGE STREET

BOSTON, MASS.

Tremont Storage Warehouse, Inc.
439-441 Tremont St.Storage of Household Goods
and
General Merchandise

750,000 cu. ft.—3 large elevators

Admirably Situated in the
Center of Boston

LICENSED

BONDED

BOSTON, MASS.

WIGGIN TERMINALS, Inc.
50 Terminal St. Boston (29) Mass.
STORAGEB. & M. R.R.
Mystic Wharf,
BostonN. Y., N. H. & H. R.R.
E. Street Stores
South Boston

BRIGHTON, MASS.

Office: 80-108 Holton St., Brighton, Mass.
General Merchandise Storage and DistributingPool Car Shipments Motor Truck Service
Direct Track Connection with the Boston & Albany R. R.
Centrally Located and giving High Grade Service

GLOUCESTER, MASS.

ROCKPORT, MASS.
MANCHESTER, MASS.
BEVERLY, MASS.
MAGNOLIA, MASS.**BURKE'S EXPRESS**Storage Warehouse
Household Goods Storage Packing,
Shipping.
Pool Car Distribution of Merchandise,
Long Distance Trucking.
Send us your Cape Ann Shipments.

NORTHAMPTON, MASS.

Moving—Storing—Packing—Shipping
GLEASON BROTHERS P. P. Gleason
Prop.Long distance transfer by auto truck
Building Movers—Crushed Stone, Cement and Mortar Sand
Storage Warehouse—N. Y., N. H. & H. R. R.
Office 7 Pearl St.—Tel. 413-W
Member National Furniture Warehousemen's Assn.
Northampton Baggage Transfer
Boston & Maine R. R.—N. Y., N. H. & H. R. R.
Tel. 153

SPRINGFIELD, MASS.

**BILL KNEELAND'S MOTOR EXPRESS
STORAGE WAREHOUSE**

FREIGHT FORWARDERS

Household Goods and General Merchandise

Principal Office: 222 Chestnut St.

Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St.

POOL CAR DISTRIBUTION

WORCESTER, MASS.

J. W. MacGregor

George A. Bowker

GEORGE A. BOWKER, Inc.

STORAGE WAREHOUSE

Distributors of General Merchandise
Carload and Pool Lots a Specialty

NEW BUILDING

B. & M. R.R. SIDING

122-124 Central Street 111-113 Thomas Street

Reliable Service

WORCESTER, MASS.

BOWLER
Storage and Sales Company81 Lafayette Street
WORCESTER, MASSACHUSETTS

Logical point of distribution for New England

Our service assures quick deliveries, accurate records, personal interest in every transaction and bigger business in the territory we serve.

Members of American Chain of Warehouses,
American Warehousemen's Association.

WORCESTER, MASS.

**NORTHEASTERN
STORAGE & DISTRIBUTING CO.**Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER, MASS.

School Street Storage Warehouse Co.
44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods
General Merchandise Distribution; Pool Car Shipment
MEMBERS A. W. A. AND N. F. W. A.



In Detroit it's the new Coe Terminal Warehouse

*Complete Warehouse
Service*

*General Merchandise
Storage*

Pool Car Distribution

Modern Offices

Display Rooms

*Newest and Most Modern
Warehouse Building
in Detroit*

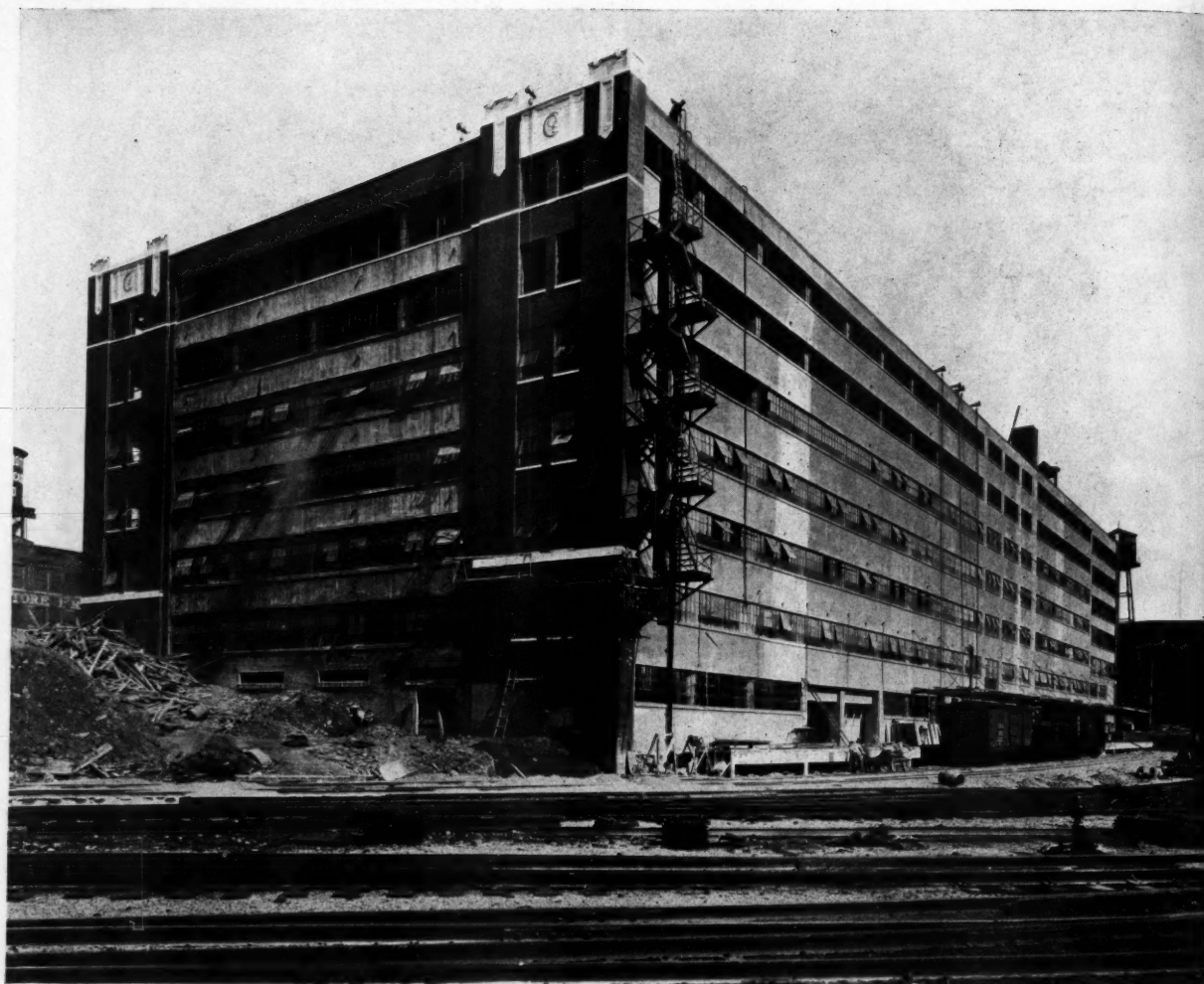
Prompt Service

Careful attention to detail

*Now Receiving
Merchandise*



*Located on the Main Line of the Michigan
Central, in the heart of the wholesale and
jobbing district*



COE TERMINAL WAREHOUSE

is now ready to serve you in the

DETROIT MARKET

The new Coe Terminal Warehouse, located on the main line of the Michigan Central Railroad and in the very heart of the wholesaling and jobbing district, is now receiving goods from national merchandisers.

The management understands the problems of national selling organizations and is in a position to furnish constructive and co-operative service.

The Coe Terminal Warehouse is the last word in modern warehouse construction. Its facilities are modern in every way, but it offers more than even the best warehouse facilities alone. For in conjunction with these it is able to furnish

complete and well appointed offices for the benefit of local representatives and sales agents, whose spot stocks and merchandise display are thus in the same building with them.

If you are interested in getting a greater share of the business in Detroit it will pay you to investigate the Coe Terminal Warehouse immediately. It will help you to greater sales, quicker delivery to your customers and a more rapid turnover.

*Full information, prices and other data will be furnished
cheerfully and without obligation.*

COE TERMINAL WAREHOUSE

Fort Street West and Tenth Street

Detroit, Michigan

ALPENA, MICH.

FRED G. WIDDIS
TRANSFER & STORAGE CO.
STORAGE—PACKING—SHIPPING—LONG DISTANCE
HAULING
Established Nov. 19th, 1890
ALPENA, MICHIGAN

BAY CITY, MICH.

The Riverside Truck & Storage Co.
Storage Household Goods and Merchandise
Pool Car Distribution
25000 ft. Floor Space. Private Siding
Office and Warehouse
2nd and Adams Sts., Bay City, Mich.

DETROIT, MICH.

GENERAL CARTAGE
Transfer of Baggage
Motor Trucking



MOVING
Local and Long Distance
Storage and Packing

Warehouse: 213 Griswold Street
Canadian License

Baier Transfer & Storage Co.
Daily Truck Service Between Detroit and Toledo
Forwarders of Household Goods and Autos to Florida
and Western Coast
DETROIT, MICHIGAN

MEMBERS:
National Furniture Warehousemen's Association
Michigan Furniture Warehousemen's Association
Main Office: 142 GRISWOLD STREET
Main 1496—Cherry 6424

DETROIT, MICH.

Detroit Railway & Harbor Terminals Company
Clark & West Jefferson Avenues



Combining All Facilities for Water and Railway
Transportation.

7,000,000 cu. ft. Genl. Stg. 2,000,000 cu. ft. Cold Stg.

Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

DETROIT, MICH.

Your Customers Know
EDGAR'S SUGAR HOUSE
9 Merchandise Warehouses in Detroit

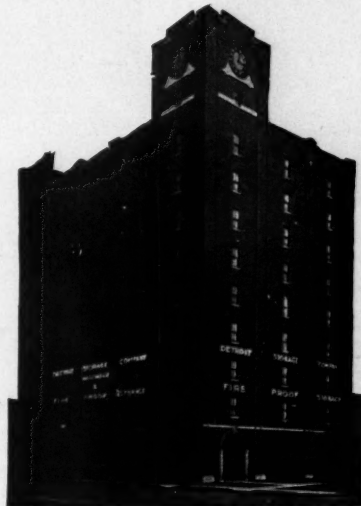
- | | |
|--|---|
| No. 1. Lafayette Ave., Cor. 12th St.,
M. C. & C. P. R. R. | No. 7 Division and Dequindre, on G.
T. R. R. |
| No. 2. Alfred and Dequindre Sts.,
G. T. R. R. | No. 8 Foot of 8th St., River, M. C.
and C. P. R. R. |
| No. 3. Howard and 12th Sts., M. C.
and C. P. R. R. | No. 9 Junction Ave., Penn. Ry., Wa-
bash & P. M. R. R. |
| No. 4. Clay and Dequindre Sts., M. C.
G. T. and C. P. R. R. | No. 10 Lauderdale Ave. Junction to
Campbell, P. M. Wabash &
Union Belt. |
| No. 5. Campbell Ave. and Union Belt
Ry., Wabash and P. M. R. R. | |

In addition to unequalled service, they offer you reduced insurance
because of their fireproof construction. Negotiable warehouse receipts
issued.

DETROIT, MICH.

Detroit Storage Co.

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING
Corner East Grand Boulevard and Beaubien St.,
DETROIT, MICH.

Member National Warehousemen's Ass'n.

DETROIT, MICH.

JOHN F. IVORY, Inc.

Office 6439 Hamilton Ave.

Moving Engineers
Packing Shipping Storage
Warehouse 1338 to 1348 Lafayette Boulevard
Phones: Northway 2714-2982

DETROIT, MICH.

MERCHANTS WAREHOUSE CO.

Storing, Distributing, Forwarding

5620 Federal Ave.

Detroit, Mich.

DETROIT, MICH.

METROPOLITAN MOVING CO.

Moving, Storage, Packing, Shipping
WE MOVE BY VAN WITHIN 1000 MILES
EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

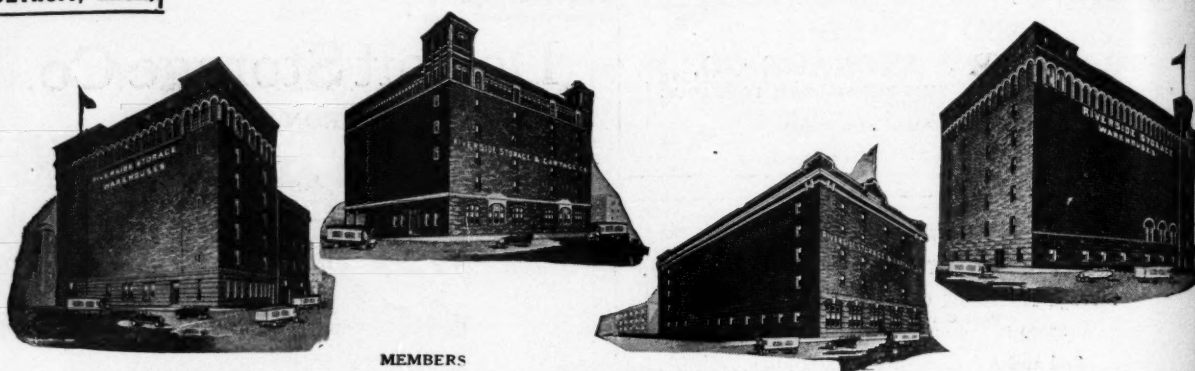
DETROIT MICH.

MARVIN SPRAGUE STORAGE

12620-24 Hamilton Ave.

Moving, Packing, Shipping and Storage of Household Goods
Pool Car Distribution of H.H.G.

DETROIT, MICH.



MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association

J. D. DUNN
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Vice-President

U. H. BREAUULT
Secretary

STORAGE—REMOVALS—PACKING—SHIPPING

"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.
DETROIT, MICHIGAN

DETROIT, MICH.

Michigan Terminal Warehouse Company
Brandt Avenue and Wyoming Road. Telephone Walnut 6010



Detroit's Industrial Warehouse.
3,000,000 cu. ft. Genl. Stg. 14 Acres for Industrial Development.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

DETROIT, MICH.

Wolverine Storage Company, Inc.
11850 E. Jefferson Ave.

STORAGE and MOVING
PACKING and SHIPPING
Members N. F. W. A.

GRAND RAPIDS, MICH.

Elston Packing & Storage Company
Wealthy Street and Charles Avenue, Grand Rapids, Mich.
Fireproof and Non-Fireproof Warehouses
100,000 Square Feet
Storage—Moving—Packing—Shipping
M. O. RR.—N. Y. C. RR.—G. T. RR.—Penn. RR.—O. L. P. RR.—Mich. Elec. RR.

GRAND RAPIDS, MICH.

Largest Commercial Warehouse in Western Michigan

Located within four blocks of
all principal freight depots

Instant Service. Merchandise Warehouse only. Only warehouse in Grand Rapids operating our own transfer business in addition to the warehouse. We operate 36 horse drawn vehicles and 12 motor trucks. Shipments made same day orders are received. Pool Car Distribution. Private R. R. Siding. Free Switching. Michigan Central R. R.

COLUMBIAN STORAGE & TRANSFER CO.
GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

The Largest and Most Modern Furniture Warehouse in Western Michigan

When you want the benefits of low insurance rates, efficient handling and advantageous location, send your Grand Rapids shipments to us. We know how to please you.

Grand Rapids Storage & Van Co.
Lake Drive and Robinson Road GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

E. R. McCoy, Gen. Mgr.

Kent Storage Company

General Merchandise Cold Storage

Storage—Reforwarding—
Distributing

Members—American Chain of Warehouses
American Warehousemen's Assn.
Front Ave. and Pennsylvania Tracks

GRAND RAPIDS, MICH.

Consign to Richard's



IN MICHIGAN

Twelve RICHARDS Warehouses in Grand Rapids alone. Completely equipped and carefully classified for the storage of practically every known commodity.

RICHARDS STORAGE CORP.

Michigan, Ottawa and Ionia Aves.

Grand Rapids

Mich.

Branches at Muskegon and Kalamazoo

GRAND RAPIDS, MICH.

Western Michigan Transfer & Storage Co.

Grand Rapids, Mich.

Established 1908. Most complete facilities for Storing, Moving, Distributing. 2 Warehouses, 100,000 sq. ft. Every modern convenience, resulting in service of the better kind.

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE IN SOUTHWESTERN MICHIGAN

Private Siding. Free Switching Service.
Moving—Packing—Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse

301-311 EAST WATER ST.

KALAMAZOO, MICH.

KALAMAZOO, MICH.

HASTINGS TRUCK CO.

Est. 1873

Merchandise Storage and Distribution

Motor Trucks and Team Equipment for all kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING
Merchandise Storage—Pool Car Distribution

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

440 No. Washington Ave.

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH.

Office
N. Michigan Ave.

SAULT STE. MARIE, MICH.

Booth Bros. Transfer & Storage

Local and Long Distance Hauling

Storage of Household Goods and Merchandise

Office, 621 Bingham Ave., on Terminal Track

Sault Ste. Marie, Mich.

DULUTH, MINN.

Established 1892

Thirty-Two Years of Experience

DULUTH VAN & STORAGE CO.

18 Fourth Avenue, West

Modern Storage Facilities for

Household Goods & Merchandise

POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

SECURITY STORAGE & VAN CO.,

14 EAST MICHIGAN ST.

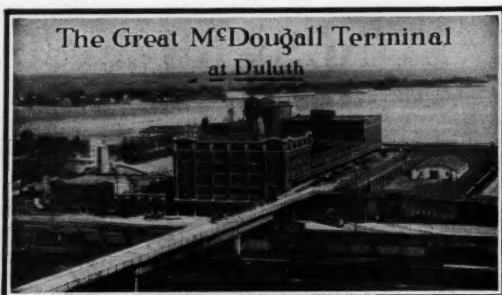
STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE

POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

DULUTH, MINN.



Assurance and Insurance

All doubts as to the manner in which their stocks are being handled and the promptness with which orders are being filled are removed when national distributors place a "spot stock" in the McDougall Terminal. They are ASSURED that their trade in the Northwest will be well served.

Experienced warehouse help INSURES these distributors against any unnecessary loss from damage or mix-ups. They feel safe and secure when their stock for the Northwest is kept in the

McDougall Terminal Warehouse Co.
Duluth

MINNEAPOLIS, MINN.

Kedney Warehouse Company

Incorporated

Fireproof Houses

Merchandise Storage with office and display space,
617 Washington Ave., No.—G. N. & Burlington.
Household Goods Storage, Moving and Packing,
8-10-12 Hennepin Ave. on C. G. W. Tracks.

MEMBERS

A. W. A. N. F. W. A. Minn. W. A.

MINNEAPOLIS, MINN.

MURPHY

Transfer & Storage Co.

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C. B. & Q. All others switch free to us.

MINNEAPOLIS, MINN.

When you think of Minneapolis, think of

BOYD

THE
REASON
WHY

Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and compartments.
Freight House for Pool Car Distribution and Merchandise Storage—Trackage for 20 cars.
Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul.
Members A. W. A., N. F. W. A., Can. W. A., Minn. W. A.
Net Resources over \$475,000.00.
Thirty-five Years' Experience.

The Boyd Transfer & Storage Co.
"Specializing in the Care of Household Goods"

MINNEAPOLIS, MINN.

Cameron

TRANSFER & STORAGE CO.

734-758 Fourth Street North

Distributing and Warehousing Merchandise
and Household Goods

Conveniently located in business district.
Trackage on C. B. & Q. and G. N. Rys.

Motor Truck and Team Service
Local and Long Distance Hauling

MINNEAPOLIS, MINN.



Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLET COMPANY

Main Office

201 South Fifth Street Minneapolis, Minn.
We operate Ballard Company in St. Paul

ST. PAUL, MINN.

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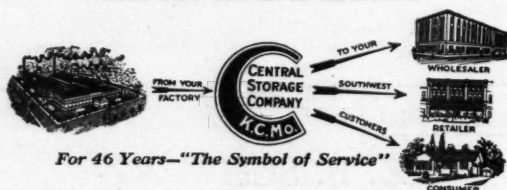
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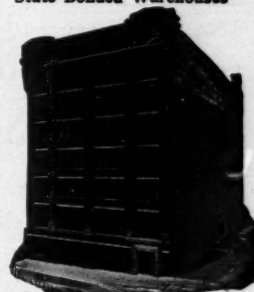
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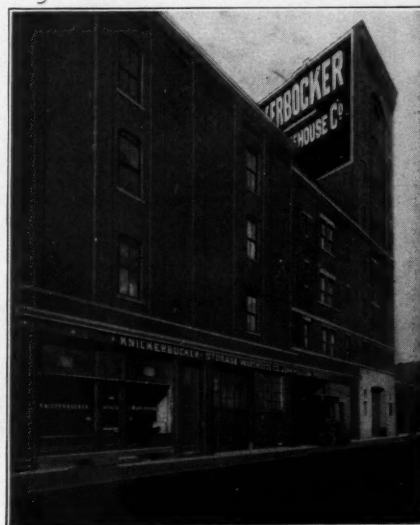
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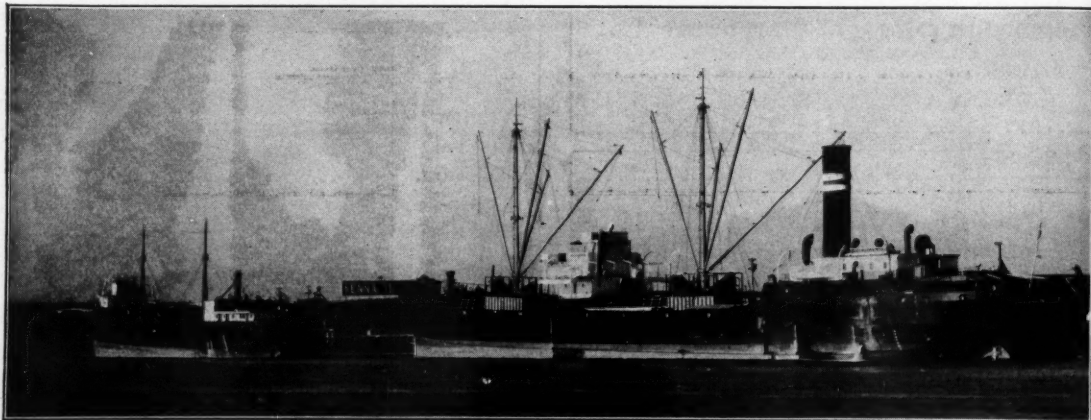
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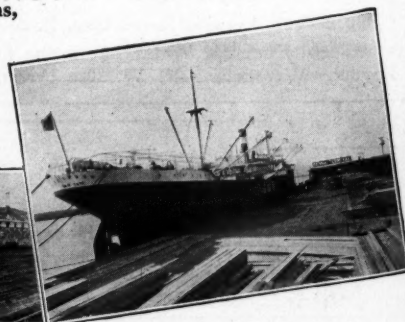
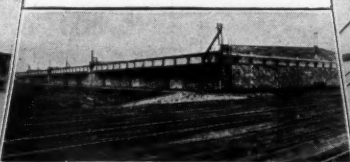
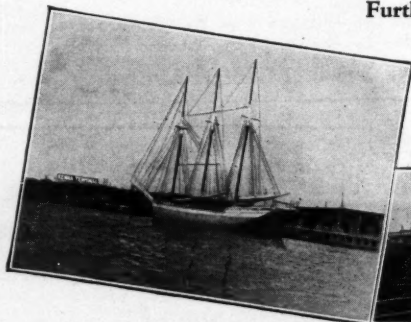
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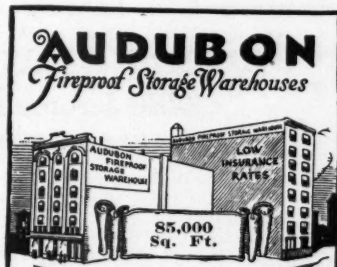
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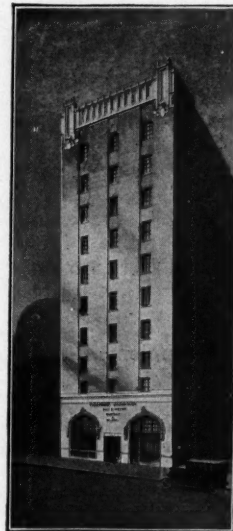
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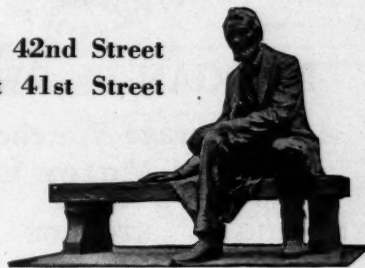
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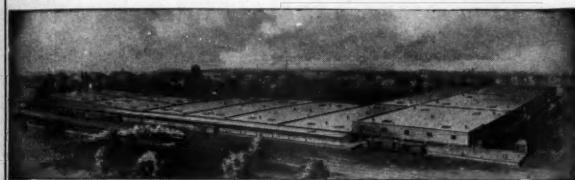
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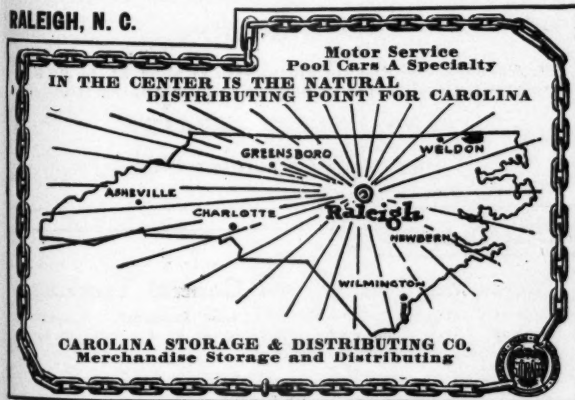
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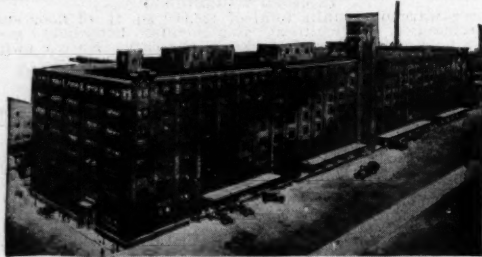
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7,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.
Operated by National Terminal Corporation.
(See our advertisement on front inside cover page.)

CINCINNATI, OHIO

STORAGE

Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.
Sprinkler System.

Low Insurance Rate

Railway siding.
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US
ARE READILY NEGOTIABLE FOR CASH

The Cincinnati Tobacco Warehouse Co.

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;
R. W. Pagele, Treasurer.

The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

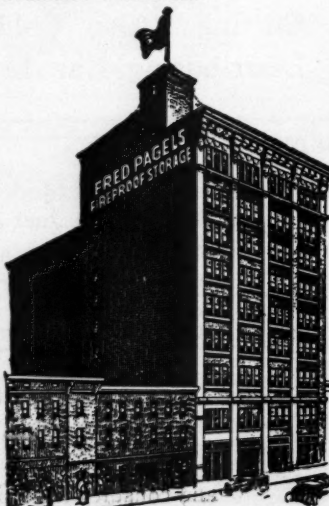
A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association

MAIN OFFICE
937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.



CINCINNATI, OHIO

CONSIGN YOUR HOUSEHOLD GOODS TO
The "Al" Naish Moving & Storage Co.
3207-13 Madison Road, Oakley Cincinnati, Ohio

FIREPROOF STORAGE WAREHOUSE
SERVING GREATER CINCINNATI OAKLEY, HYDE PARK
Mariemont, Madisonville, Pleasant Ridge and Norwood

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.
222 and 224 East Front Street

Member of American Chain of Warehouses.

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

CLEVELAND, OHIO

THE

CLEVELAND STORAGE

Incorporated 1884.

CO.

MERCHANDISE STORAGE

and

DISTRIBUTION

3 Warehouses—Private Siding—C. C. C. & St. L. R. R.
Conveniently Located in Business and Shipping District

LOW INSURANCE RATES

Offices: 619 Guardian Bldg.

CLEVELAND, OHIO

Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY
Cleveland, Ohio

CLEVELAND, OHIO

Ship Your Cleveland Freight

Direct care the Gregg Cartage & Storage Co.
Freight to and from Depots.

Storage and Delivery on Request.

Distribution of Samples, Packages and Circulars.

THE GREGG CARTAGE & STORAGE COMPANY
Storage and Warehouse, 633 Huron Road, CLEVELAND, OHIO

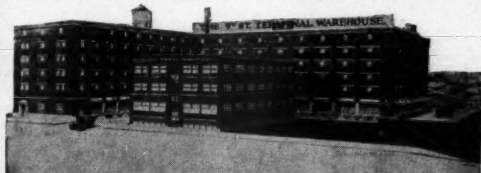
CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

LEDERER
SERVICE
TERMINAL
BUILDS BETTER BUSINESS
MERCANTILE WAREHOUSING AND DISTRIBUTING

CLEVELAND, OHIO

Interstate Terminal Warehouses, Inc.
1200 West 9th Street. Telephone Cherry 4170



The Only Cold Storage in Cleveland on Railroad Tracks.

3,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.

Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

CLEVELAND, OHIO

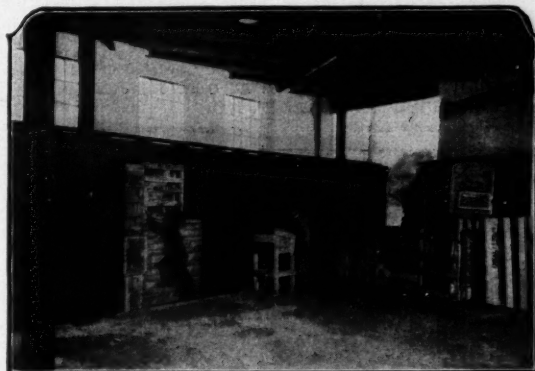
The Knickerbocker Storage Co.

7724 Detroit Ave., Cleveland, Ohio

**MOVING AND STORAGE
PACKING AND SHIPPING
LONG DISTANCE MOVING**

Member: NATIONAL FURNITURE WAREHOUSEMEN'S
ASSOCIATION. AMERICAN WAREHOUSEMEN'S
ASSOCIATION.

CLEVELAND, OHIO



Neal's West Side-Lakewood Branch

receives and packs carload shipments entirely under cover.

Let NEAL take care of your consignments for Cleveland and vicinity.

We have local warehouses in each major section of the city.

Private switching facilities on the Nickel Plate Railroad.

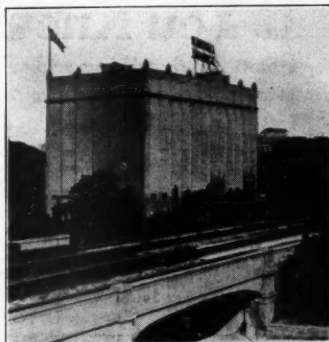
Personal attention given to every shipment whether large or small.

There is economy in time, as well as the assurance of high grade service, when you entrust your forwarding shipments to our care.

The Neal Fireproof Storage Co.
CLEVELAND, OHIO

CLEVELAND, OHIO

**Care!
Speed!
Efficiency!**



Both of our warehouses are most fortunately situated—our Blue Rock branch on New York Central belt line connecting with all railroads entering Cleveland.



The LINCOLN STORAGE Co.

GEO. A. RUTHERFORD, Pres.
W. R. THOMAS, Vice-Pres.
W. H. TURNER, Secy. and Treas.

Car load shipments to our own private siding—11201 Cedar Ave., on the N. Y. C. Belt Line connecting with all R. Rs. entering Cleveland. L. C. L.—Penna., Euclid Ave. Sta. adjoining our Euclid Ave. Warehouse. Other R. Rs. to Cleveland, Ohio.

Member: N. F. W. A., A. W. A. and C. F. W. A.

Ye can't make any progress, just by
stayin' where ye are:

Ye can't make speed by settin'
in a one horse car:

Don't think because yer Movin'
that yer surely "gettin'"
there,

Unless ye get PUBLICITY—Ye
can't get *Anywhere!*

"Pop."

CLEVELAND, OHIO

MERCHANTS TERMINAL COMPANYNew Fireproof Warehouse 3540 Croton Avenue
GENERAL STORAGE and DISTRIBUTION

Motor Truck Service

Private Siding on New York Central Railroad

Free Switching from All Other Railroads

L. M. SOUDERS, Pres. & Gen'l Mgr.

CLEVELAND, OHIO

**THE
SCOTT BROS.
Fireproof Storage Co.**

1838-40 East 55th Street

**MEMBERS**[Cleveland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.]

E. CLEVELAND, O.

Others as Good



But None Better

See page 362 1926 Directory

COLUMBUS, OHIO

**Consign H. H. G. to
EDWARDS at Columbus**Edward's Service guarantees the ship-
per all that he expects.PACKING STORAGE
LOCAL and LONG DISTANCE
MOVING**The Edwards Transfer & Storage Company**
Columbus, Ohio

Members NFWA—OACH—OWO—NTMTOA

COLUMBUS, OHIO

The W. Lee Cotter Warehouse Company
32 East Swan St.

Merchandise Storage and Distribution

Motor Freight Service

Member A. W. A., O. W. A.

COLUMBUS, OHIO

Safety First

**The Fireproof
Warehouse & Storage Company**
1018-30 North High Street
Columbus, Ohio**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO.

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

COLUMBUS, OHIO

If You Knew How much of
the money you
spend in advertising and sales campaigns was a
total loss because your competitor gets the
business by making immediate delivery—*You would find it pays to carry a
spot stock with us in Columbus!*

General Storage and Merchandise Distributors

THE OHIO WAREHOUSE CO.

544-560 Park St. South

Columbus, Ohio

COLUMBUS, OHIO

The Security Storage & Power Co.
COLUMBUS, OHIOLowest Insurance Rate in Columbus, 21c.
General Storage Distribution

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LAKEWOOD, OHIO

"Across the Hall—Across the Continent"

Consign Cleveland—Lakewood Shipments to

THE

Lakewood Fireproof Storage Company

14401 Detroit Avenue Lakewood-Cleveland, Ohio

Only Warehouse in Lakewood

MANSFIELD, OHIO

The Pioneer Storage Company

Successors to

The W. Lee Cotter Warehouse Co.

131 E. Fifth St.

Household Goods and Merchandise Storage Motor Vans

Member N. F. W. A.

MARION, OHIO

**MERCHANTS
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

MARION, OHIO

**PADDOCK
Transfer & Storage Co.**

ESTABLISHED 1889

Our central location, complete equipment and our earnest desire to have only satisfied customers insures excellent service in:—

STORAGE—For household goods and merchandise.

**MERCHANDISE DISTRIBUTION
SHIPPING and PACKING
MOVING** (Locally and Long Distance)

Dreadful Economy

"Never Venture, Never Win"

We All Well Know the Saying;

Our Trouble's with That Word "*Begin*"

For That of Course Means *Paying*—

Pop.

SPRINGFIELD, OHIO

Member A. W. A., O. W. A.

HODGE STORAGE & CARTAGE CO.

Merchandise Storage and Distribution
Pool Cars Solicited

Private Siding on Pennsylvania Railroad
Free Switching from Other Lines Entering Springfield

SPRINGFIELD, OHIO

Springfield, Ohio Shipments!

Bill Through

WAGNER

Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Thrift. Complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

Door to Door Delivery in Dayton—Springfield—Columbus
Daily Freight Service at Freight Rates

TOLEDO, OHIO



**"SHIP TO TOLEDO AND
CONSIGN TO DEPENTHAL"**

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the E. & O.

Member of National Furniture Warehousemen's Association.

DEPENTHAL TRUCK & STORAGE CO.

Main Office, 108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

**THE GENERAL
FIREPROOF STORAGE CO.**

651-655 STATE STREET

Household Goods Exclusively

Member—The National Furniture Warehousemen's Ass'n

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

Let "**RATHBUN**" Do It

THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

**Storage of Household Goods, Pianos and
Merchandise**

Members Nat'l F. W. Assoc.

TOLEDO, OHIO.

TOLEDO TERMINAL WAREHOUSE, INC.
128-138 Vance St.*Merchandise Storage and Distribution
Excellent Service
Member A. W. A.*

TOLEDO, OHIO

Yount's Cartage & Storage Co.615 Monroe St. Toledo, Ohio
Moving, Packing, Crating and Storage.
Pool Car Distribution.
Send Us Your Next Shipment.
We Believe in Reciprocity.
Established 1890.

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO

EST. 1887

**CRATING — PACKING — MOVING
STORAGE
YOUNGSTOWN, OHIO**

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.**2—Fireproof Warehouses****Merchandise and Household Goods
Stored—Pool Cars Distributed
Railroad Siding.**

OKLA. CITY, OKLA.

531-3-5-7 W. Main St.

Established 1889

O. K. Transfer & Storage Co.
General Warehousing and DistributionPRIVATE SIDING—FRISCO FREE SWITCHING
Motor Truck and Teaming. Lowest Insurance in the State.
Members—N. F. W. A., A. W. A., Am. Chain & Dist.
Service, Inc.**HOUSEHOLD GOODS. MERCHANDISE**
30 Years Under Present Management

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN**Hauling, Storing and Shipping
Distribution Service**

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse**Moving — Packing — Storage**Mixed Cars a Specialty. Large docks for sorting. We solicit
our shipments to our city and assure you we will reciprocate
and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.**Fireproof Warehouse**Pooled car distributors—private siding "Frisco" merchandise
and H. H. Goods—6 railroads into Tulsa—A. T. & S. F.,
Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

16th & Sandy Blvd., Portland, Ore.

BEKINS
VAN & STORAGE CO.**MOVING SHIPPING PACKING STORING**Seattle, Wash.
Tacoma, Wash.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.

PORTLAND, ORE.

G. W. CUMMINGS, Pres.

J. H. CUMMINGS, Sec.

STORAGE**Northwestern Transfer Co.****General Forwarding Agents**Freight and Baggage Delivered and Forwarded
with Promptness at Reasonable Rates**SPECIAL ATTENTION GIVEN TO POOL CARS**

Office, 64-66 Front St.

PORTLAND, OREGON

PORTLAND, ORE.

Oregon Transfer Company

Established in 1848

474 Glisan Street

Portland, Oregon

U. S. Bonded and Public Warehouses**Storage, Distribution and Forwarding
Specialists**Largest Warehouse and Transfer Organization in Pacific
Northwest. We own our buildings and equipment.**KEEP IT UP!**One step won't take you very far, you've got to
keep on walking;
One word won't tell them what you are, you've
got to keep on talking;
One inch won't make you tall, you've got to
keep on growing;
One little "ad" won't do it all, you've got to
keep 'em going.Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

PORTLAND, ORE.

SECURITY SERVICE SATISFIES



Our new modern fireproof depository—sprinklered.
Located on terminal tracks.
Pool car and distribution specialists.

Ship through the PORTLAND gateway

We can handle all Washington and California tonnage promptly, efficiently and advantageously.



SECURITY STORAGE & TRANSFER CO.

3rd, 4th and GLISAN STS.

PORTLAND, OREGON



ALLENTOWN, PA.

Diehl Storage Warehouse Co.

Established 1868 Investment \$200,000.00

Local and Long Distance Hauling
PACKING - CRATING - SHIPPING

COMMERCIAL STORAGE 226 - 230 N. 8th Street
HOUSEHOLD ALLENTOWN, PA.
AUTOMOBILE 400 Rooms Under Lock Bell 2653

CHESTER, PA.

Headley's Express & Storage Co., Inc.

General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

ALLENTOWN, PA.

C. A. Dorney Storage Warehouse Co.

Warehouse—Race & Linden Sts. Office—612 Hamilton St.

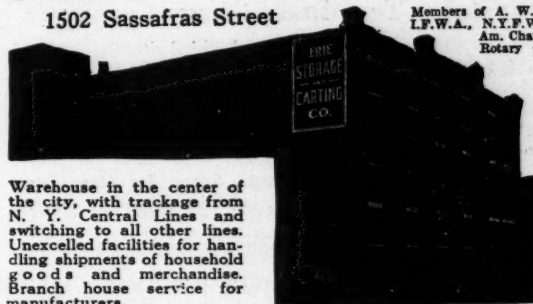
General Storage
Household Goods Merchandise
Distribution Forwarding
Direct switch connection Lehigh Valley R. R.
Automatic Sprinkler System

ERIE, PA.

ERIE STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y.F.W.A.,
Am. Chain &
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

BETHLEHEM, PA.

ALLENTOWN, PA.

F. G. LAZARUS 20th Century Storage

Moving, Storing, Packing, Crating, Shipping
of Household Goods and Merchandise
Direct R. R. Siding Lehigh Valley.

BETHLEHEM, PA.

L. and N. E. Terminal Warehouse Co.

SPACE FOR ALL KINDS OF GOODS
COLD STORAGE—MERCHANDISE—HOUSEHOLD GOODS
CENTRALLY LOCATED TO SERVE
ALLENTOWN—BETHLEHEM—EASTON
AND ADJACENT TERRITORY
(P. O. Bethlehem)

ERIE, PA.

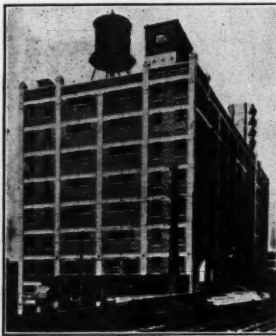
Erie Warehouse Company

MERCHANDISE STORAGE DISTRIBUTION

"A complete and efficient service"

PRIVATE TRACKAGE MOTOR TRUCK FLEET

ERIE, PA.

UNION STORAGE CO. of ERIE
FIFTEENTH AND GERMAN STS., ERIE, PA.

**General Storage
Cold Storage
Distributing
Space for Leasing
Private Offices**

Private Tracks on Main
Line of New York
Central Railroad

Insurance Rate on Con-
tents 17 cts. per \$100.00
per Year

Only Fireproof Ware-
house in Erie

CARL PETERSEN
General Manager

JOHNSTOWN, PA.

**I. D. REPLOGLE STORAGE CO.**
438 HORNER STREET**Household Goods and
Merchandise Storage**

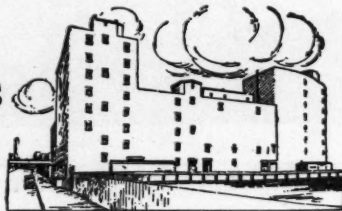
Pool Car Distribution. Private Siding B. & O. Free
Switching for Carload Shipments When B. & O.
Delivery Is Specified. L. C. L. Shipments
B. & O. or P. R. R. Stations. Complete
Warehouse Service

Members Penn. F.W.A. and N.F.W.A.

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.
P. R. R. Sidings HARRISBURG, PA.

HARRISBURG, PA.

MONTGOMERY & CO.
STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities Pool Car Distribution
Members A.W.A. and American Chain of Warehouses

LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

JOHNSTOWN, PA.

H. A. Bletenduefel, Supt. D. Reese Jones, Bos. Mgr.

Johnstown Terminal Storage Company
Office, Maple Ave. and Third St.**New Fireproof Storage Warehouse**

General Merchandise Storage and Distribution. Ware-
house Receipts Issued. Storage Space for Rent for
Branch Offices. Household Goods. Storage. Pool Car
Distribution. Automobile Storage.

Direct Penn. R. R. Siding. Capacity 500 Cars.

LANCASTER, PA.

Lancaster Storage Co.
Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

NEW CASTLE, PA.

S. C. MOORE, Proprietor

Keystone Delivery Transfer & Storage
Packing, Crating, Storage and Shipping
of Household Goods

Merchandise distribution. Pool car shipments. Motor
trucks for light and heavy hauling and long distance moving.
Members N. F. W. A. Members Penna. Whse. Assoc.

OIL CITY, PA.

CARNAHAN
Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty. Forwarding agents.

Members N. F. W. A.

PHILADELPHIA, PA.



ATLAS STORAGE
WAREHOUSE
COMPANY

Market and 37th Sts.

Walter E. Sweeting, President
Chas. G. Wightman, Vice-President
George A. Emig, Secretary-Treasurer

Members: N.F.W.A., Pa. F.W.A., C.S. & T.A.

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING
Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

FIDELITY

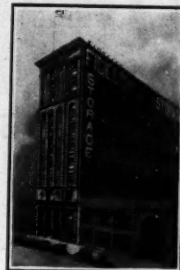
Storage & Warehouse
Company — Est. 1887

A modern fireproof warehouse with every facility for storing and transferring Hhg. Motor Truck service insures speedy delivery anywhere. We distribute Hhg. pool cars. When you want service in Philadelphia call on "Fidelity."

1809-13 Market St.

Phila., Pa.

Assns.: A.W.A., N.F.W.A., Can.
S. & T., P.F.W.A.



PHILADELPHIA, PA.

MILLER NORTH BROAD
STORAGE COMPANY

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A.

PHILADELPHIA, PA.

9 Warehouses

27 Acres of Floor Space

Sea and Rail

Trackage Facilities for 48 Cars

Reading R. R.

Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. **PERSONNEL**—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY
Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY
DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY
Phone B.G. 8100

427 W. WAB ST., CHICAGO
Phone Sup. 7180

624 THIRD ST., SAN FRANCISCO
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

PHILADELPHIA, PA.

Philadelphia
LOGISTICS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"**20th CENTURY STORAGE WAREHOUSE CO.**

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

PITTSBURGH, PA.

**Where
Efficiency
Is the Rule**We know how much
promptness is appreci-
ated in warehousing.Therefore, we observe
promptness in executing
every obligation placed
upon us by our cus-
tomers.Correspondence, settle-
ment of accounts, re-
ports, etc., are all handled
with a speed that saves
time for the client.If you want *Service* try
HAUGH & KEENAN.Ship via Pennsylvania to
East Liberty Station
(Pittsburgh, Pa.).

Established 1889

**HAUGH & KEENAN**
STORAGE & TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

**IN
PITTSBURGH
IT'S
BLANCK'S
TRANSFER & STORAGE CO.**

SINCE 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY**FIREPROOF WAREHOUSE****REAL SERVICE**

PITTSBURGH, PA.

Established 1904

**PENNSYLVANIA
TRANSFER & STORAGE CO.**MERCHANDISE WAREHOUSING
AND DISTRIBUTIONOur Own Fleet of Motor Trucks for City and Suburban
Deliveries

Negotiable Warehouse Receipts Issued

Reasonable Rates

Stocks Carried, Records and Reports made to Out of
Town Concerns**POOL CAR DISTRIBUTORS**Our Facilities for Receiving and Distributing Freight
are unsurpassed

Office and Warehouses

Twenty-fifth St. and A. V. R. R., Pittsburgh, Pa.

PITTSBURGH, PA.

**MURDOCH
STORAGE & TRANSFER COMPANY**

General Office and Warehouses

546 Neville Street, Pittsburgh, Pa.

Branch Warehouse, Wilksburg, Pa.

The Men Who Distribute

Minute TapiocaRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index**Pick Your
Consignee**from the companies listed in
this section—they are the "live
wires" of the field and will han-
dle your shipments promptly
and efficiently.

PITTSBURGH, PA.

McFARLAND STORAGE CO.

16th and Pike St.

**STORAGE AND DISTRIBUTION OF
GENERAL MERCHANDISE**

Pool cars distributed and reconsigned—Direct Penna. R. R. Siding.
Motor Truck Delivery.

READING, PA.

Columbian Warehouse Company

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.

S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.

Members N. F. W. A.—P. F. W. A.

R. F. POST

Motor
Trucks

Household
Goods



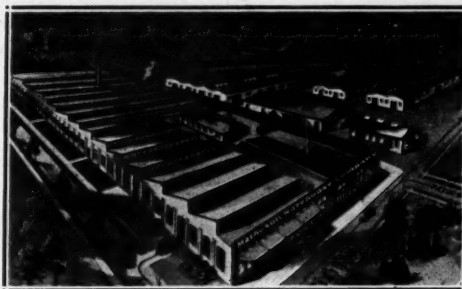
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Storage

Pool Car
Distribution

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Lackawanna R.R. Siding Direct

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CHATTANOOGA

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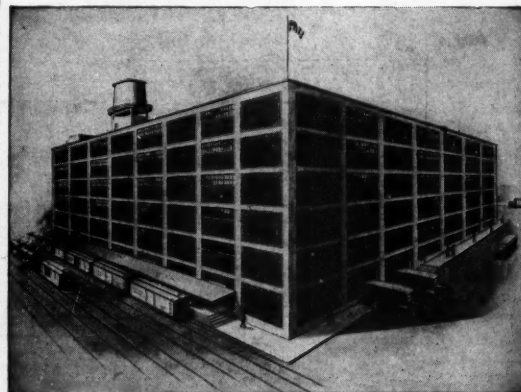
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671 to 679 South Main St., on Illinois Central Railroad Tracks

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Free Delivery from All Railroads on Car Lots

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Lowest

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175,000 sq. ft. Insurance Rate 25c. per \$100 per year

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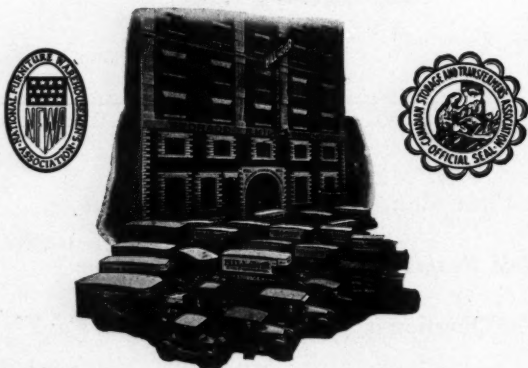
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The Men Who Distribute
Armour Cereals

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

THE BUYERS' GUIDE for the WAREHOUSE INDUSTRY

In this department appears the names and locations of the manufacturers making equipment, supplies, etc., used by the Merchandise and Furniture Warehousemen.

These columns contain the names of most all manufacturers who make the items here listed, which fact adds great value to the section. We urge all warehousemen to use this buyers' guide in making their purchases.

THOSE WHOSE ADVERTISEMENTS APPEAR in DISTRIBUTION and WAREHOUSING are conversant with the industry and its requirements. In most cases they are already doing a large volume of business with the industry and the fact that their advertisement appears in these columns indicates that DISTRIBUTION and WAREHOUSING considers their products reliable and as advertised.

We urge you to give the advertisers your first consideration and patronage.

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Oxford Basket & Mfg. Co., Oxford, N. Y.
Peerless Wire Goods Co., 2710 Ferry St., Lafayette, Ind.
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Portland Basket & Handle Co., Portland, Ore.
St. Louis Basket & Box Co., 150 Arsenal St., St. Louis, Mo.
Steel Basket & Mfg. Co., Cedar Rapids, Iowa.
Wickwire Spencer Steel Corp., 41 East 42nd St., New York, N. Y.

Gary & Son, George, Athol, Mass.
Giant Mfg. Co., Council Bluffs, Iowa.
Invincible Vacuum Cleaner Mfg. Co., Dover, Ohio.
Kent Co., Inc., 565 Dominick St., Rome, N. Y.
Nusley Brothers, Canton, Ohio.
Orcutt Vacuum System, Harvard & Delmar Sts., St. Louis, Mo.
Pneuvac Co., Worcester, Mass.
Reed Mfg. Co., Springfield, Ohio.
Scott & Fetzer, W. 114th & Locust Ave., Cleveland, Ohio.

BOX STRAPPING MACHINES

Acme Steel Goods Co., 2840 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp., Main St., Brooklyn, N. Y.
American Steel Band Co., 1400 Nixon St., Pittsburgh, Pa.
American Steel & Wire Co., 208 S. LaSalle St., Chicago, Ill.
Brooks & Co., E. J., 6 Church St., New York, N. Y.
Gary Mfg. Co., Manhattan Bridge Plaza, Brooklyn, N. Y.
Consolidated Steel Strapping Co., 2600 No. Western Ave., Chicago, Ill.
DeHaven Mfg. Co., 50 Columbia Heights, Brooklyn, N. Y.
Gerrard Wire Tying Machines Co., 1940 S. 52nd St., Chicago, Ill.
Grammes, L. F., & Sons, Allentown, Pa.
Harvey Spring & Forging Co., Racine, Wis.
Hollow Cable Mfg. Co., Hornell, N. Y.
Robertson, Steel & Iron Co., W. E., Cincinnati, Ohio.
Signode System, 2600 N. Western Ave., Chicago, Ill.
Stanley Works, Grove Hill & Lake St., New Britain, Conn.
T-It Machines Co., Monad Bldg., San Francisco, Calif.
Wire & Steel Products Co., 313 E. 22nd St., New York, N. Y.

CARPET CLEANING EQUIPMENT

Air-Way Electric Appliance Corp., Toledo, Ohio.
Apex Elec. Mfg. Co., 1067 E. 152nd St., Cleveland, Ohio.
Arco Vacuum Corp., 40 W. 40th St., New York, N. Y.
Atwood-Stewart Vacuum Mche. Co., 4527 Ravenswood Ave., Chicago, Ill.
Birtman Electric Co., 4140 Fullerton Ave., Chicago, Ill.
Chief Mfg. Co., 805 Beecher St., Indianapolis, Ind.
Cleveland Laundry Mche. Co., E 55th St. & Erie B.R., Cleveland, Ohio.
Edison Elec. Appliance Co., Inc., 5000 W. Taylor St., Chicago, Ill.
Electric Rotary Mche. Co., 3825 W. Lake St., Chicago, Ill.
Electric Vacuum Cleaner Co., Inc., Euclid Ave. & Ivanhoe Rd., Cleveland, Ohio.
Federal Elec. Co., 8700 S. State St., Chicago, Ill.

Connersville was The Original Unit Rug Dryer



Steam Heated Type

Connersville Unit Rug Dryers have a powerful circulating fan wheel of large capacity. Small electric motors furnish ample power as the circulation follows natural laws. The Connersville guarantee assures drying in from six to eight hours, when the rugs are hung twelve inches apart. Dryers are made in compact units and designed for steam, gas, coal or fuel oil.

UNITED VACUUM APPLIANCE CORP.
CONNERSVILLE DEPT. I-11 INDIANA

CARPET CLEANING EQUIPMENT (Continued)

Spencer Turbine Co., Hartford, Conn.
 Sturtevant Co., Inc., B. F., 16 Damon St., Hyde Park, Boston, Mass.
 The Torrington Co., Torrington, Conn.
 United Electric Co., Canton, Ohio.
 United Vacuum Appliance Corp., Connersville, Ind.
 Wise-McClung Mfg. Co., New Philadelphia, Ohio.
 Wright, M. S., Worcester, Mass.

CASES, SHIPPING

American Can Co., 129 Broadway, New York, N. Y.
 Backus, Jr., A. & Sons, 1540 Lafayette Blvd., Detroit, Mich.
 Bird & Son, Inc., Mill St., E. Walpole, Mass.
 Bogert & Hopper, Inc., 64 Barclay St., New York, N. Y.
 Estes & Sons, E. B., 364 Fifth Ave., New York, N. Y.
 General Box Co., 508 No. Dearborn St., Chicago, Ill.
 Hinde & Dauch Paper Co., 254 Water St., Sandusky, Ohio. (Corrugated Fibre.)
 Hummel & Downing, Milwaukee, Wis.
 Interstate Corrugated Box Co., Inc., Front, Main, Water & Washington Sts., Brooklyn, N. Y.
 King Shipping Case Corp., 376 W. Water St., Syracuse, N. Y.
 Rochester Folding Box Co., P. O. Box 1012, Rochester, N. Y.
 Thompson & Norris Co., 20 Concord St., Brooklyn, N. Y.
 Truscon St. Co., Youngstown, Ohio.
 Western Pine Mfrs. Assn., 512 Yeon Bldg., Portland, Ore.
 Wisconsin Box Co., Wausau, Wis.

CASTERS, TRUCK

Adams Co., Dubuque, Iowa.
 American Caster Co., Central Ave. & Washington St., Hamilton, Ohio.
 American Foundry & Mfg. Co., 11th & Hobart Sts., St. Louis, Mo.
 Bassick Co., 33 Austin St., Bridgeport, Conn.
 Bond Foundry & Mfg. Co., Manheim, Pa.
 Buffalo Pulley & Caster Co., Inc., 180 Breckenridge St., Buffalo, N. Y.
 Clark Co., George P., 10 Canal St., Windsor Locks, Conn.
 Olson Company, Elyria, Ohio.
 Divine Bros. Co., Union, N. Y.
 Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.
 Fairbanks Co., 416 Broome St., New York, N. Y.
 Faultless Caster Co., Evansville, Ind.
 Fleming Co., F. A., 9708 Baltic Rd., Cleveland, Ohio.
 Francis Co., Chas. B., Rushville, Ind.
 Greenan Mfg. Co., 1280 17th St., Detroit, Mich.
 Hamilton Caster & Mfg. Co., Hamilton, Ohio.
 Hyatt Roller Bearing Co., Newark, N. J.
 Jarvis & Jarvis, 110 Pleasant St., Palmer, Mass.
 Keystone Forging Co., Northumberland, Pa.
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
 Lansing Co., 602 Cedar St., Lansing, Mich.
 Lyon Iron Works, Inc., Greene, N. Y.
 Market Forge Co., Everett, Mass.
 Meriden, Foster, Merriam Co., Meriden, Conn.
 Mullins Body Corp., 1017 Mill St., Salem, Ohio.
 New Britain Mch. Co., 140 Chestnut St., New Britain, Conn.
 Nice Ball Bearing Co., 2925 Hunting Park Ave., Nicetown, Philadelphia, Pa.
 Nutting Truck Co., Faribault, Minn. (See advertisement elsewhere in this issue.)
 Payson Mfg. Co., 2900 W. Jackson Blvd., Chicago, Ill.
 Phoenix Caster Co., State & Bates Sts., Indianapolis, Ind.
 Reading Hardware Co., Reading, Pa.
 Sargent & Co., New Haven, Conn.
 Schatz Mfg. Co., West Poughkeepsie, N. Y.
 Service Caster & Truck Co., Albion, Mich.
 Tucker & Dorsey Mfg. Co., S. State & Bates Sts., Indianapolis, Ind.
 Warren Mfg. Co., Springfield, Mass.
 Wolverine Caster Co., Traverse City, Mich.
 Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.

CLOCKS, TIME

Adams Mfg. Co., Henry T., 8561 S. Chicago Ave., Chicago, Ill.
 American Watchmen's Clock Co., 152 Nassau St., New York, N. Y.
 American Watchmen's Time Detector Co., Room 1144, Woolworth Bldg., New York, N. Y.
 Automatic Time Stamp Co., 164 Congress St., Boston, Mass.
 Bundy Recording Co., W. H., 72 Cortlandt St., New York, N. Y.
 Calculagraph Co., 50 Church St., New York, N. Y.
 Cincinnati Time Recorder Co., 1733 Central Ave., Cincinnati, Ohio.
 Deter Waterclock Corp., 4147 E. Ravenswood Ave., Chicago, Ill.
 Gisholt Machine Co., Madison, Wis.
 Howard Clock Co., E., Bromfield & Washington Sts., Boston, Mass.
 Imhauser Co., E., 212 Broadway, New York, N. Y.
 International Business Machines Corp., 50 Broad St., New York, N. Y.
 Monitor Time Clock Co., Syracuse, N. Y.
 Ohmer Fare Register Co., Dayton, Ohio.
 Pacific Elec. Clock Co., 86 Third St., San Francisco, Cal.
 Pettes & Randall Co., 152 Nassau St., New York, N. Y.
 Rawson Electrical Instrument Co., Cambridge, Mass.
 Silberberg, Mortimer J., 122 S. Michigan Ave., Chicago, Ill.
 Simplex Time Recorder Co., Springfield, Mass.
 Standard Register Co., Dayton, Ohio.
 Stromberg Elec. Co., 209 W. Jackson Blvd., Chicago, Ill.
 Thompson Time Stamp Co., Inc., 98 Church St., New York, N. Y.
 Time Register Repair & Supply Co., Canastota, N. Y.
 Warren Clock Co., Ashland, Mass.

CONVEYORS

Acme Road Machinery Co., Frankfort, N. Y.
 Allis-Chalmers Mfg. Co., Milwaukee, Wis.
 Alvey Ferguson Co., 70 North Ave., Cincinnati, Ohio.
 Alvey Machy. Co., 3201 Broadway, St. Louis, Mo.
 Bailey Burruss Co., Atlanta, Ga.
 Bartlett Co., Hayward, Scott & McHenry Sts., Baltimore, Md.
 Bartlett & Snow Co., C. O., 6250 Harvard Ave., Cleveland, Ohio.
 Beaumont Co., R. H., 319 Arch St., Philadelphia, Pa.
 Bodinson Mfg. Co., 11 Minna St., San Francisco, Cal.
 Brown Hoisting Mch. Co., 4403 St. Clair St., N. E., Cleveland, Ohio.
 Buhl Malleable Co., Cor. Wight & Adair Sts., Detroit, Mich.
 Caldwell & Son, H. W., 17th & Western Ave., Chicago, Ill.
 Chain Belt Co., 444 Park St., Milwaukee, Wis.
 Chicago Automatic Conveyor Co., 982 Old Colony Bldg., Chicago, Ill.
 Dodge Mfg. Corp., Mishawaka, Ind.
 Freeman-Riff Co., Terre Haute, Ind.

General Conveyor & Mfg. Co., Broadway & Miami Sts., St. Louis, Mo.
 Gifford-Wood Co., Hudson, N. Y.
 Godfrey Conveyor Co., Elkhart, Ind.
 Griffin Lumber Co., Hudson Falls, N. Y.
 Haiss Mfg. Co., Geo., 145th St. & Canal Pl., New York, N. Y.
 Haslett Chute & Conveyor Co., Oaks, Pa.
 Howe Chain Co., 110 Clay Ave. E., Muskegon, Mich.
 Hunt Co., Inc., O. W., Livingston, Staten Island, N. Y.
 Jeffrey Mfg. Co., 981 No. 4th St., Columbus, Ohio.
 Joy Machine Co., Pittsburgh, Pa.
 Kiefer Machine Co., Karl, 919 Martin St., Cincinnati, Ohio.
 Lamson Co., Syracuse, N. Y.
 Link-Belt Co., 300 W. Pershing Rd., Chicago, Ill.
 Logan Co., 201 N. Buchanan St., Louisville, Ky.
 Loudon Mch. Co., 1116 Broadway, Fairfield, Iowa.
 McKinney-Harrington Co., North Chicago, Ill.
 Mathews Conveyor Co., Ellwood City, Pa.
 Meyer Mfg. Co., Geo. J., 576 Clinton St., Milwaukee, Wis.
 Northern Conveyor & Mfg. Co., 3280 Auer Ave., Milwaukee, Wis.
 Ogden Iron Works, Ogden, Utah.
 Olson & Co., Samuel, 2416 Bloomingdale Ave., Chicago, Ill.
 Otis Elevator Co., 260 11th Ave., New York, N. Y.
 Portable Machinery Co., Passaic, N. J.
 Proctor & Schwartz, Inc., 700 Taber Rd., Philadelphia, Pa.
 Richards-Wilcox Mfg. Co., 316 W. Third St., Aurora, Ill.
 Russell Wheel & Foundry Co., Detroit, Mich.
 Standard Conveyor Co., 315 Second Ave., N. W., North St. Paul, Minn.
 Stearns Conveyor Co., E. 20th St. & St. Clair Ave., Cleveland, Ohio.
 Webster Mfg. Co., 4500 Cortlandt St., Chicago, Ill.

DOORS, COLD STORAGE

Born Co., H. A., 208 N. Wabash Ave., Chicago, Ill.
 Ehrlich & Sons Mfg. Co., H., St. Joseph, Mo.
 Gillen-Cole Co., 66 N. Front St., Portland, Ore.
 Gloekler-Bernard, 1027 Penn Ave., Pittsburgh, Pa.
 Jamison Cold Storage Door Co., Hagerstown, Md.
 Jones Cold Storage Door Co., Hagerstown, Md.
 Matot, Duffy A., 1546 Montana St., Chicago, Ill.
 National Refrigerator Co., 827 Koeln Ave., St. Louis, Mo.
 Schmidt Co., C. John & Livingston Sts., Cincinnati, Ohio.
 Seattle Asbestos Factory, 1538 Westlake Ave., N., Seattle, Wash.
 Stevens Co., Ben A., Toledo, Ohio.
 Stevenson Cold Storage Door Co., Chester, Pa.
 Union Fibre Co., Inc., Winona, Minn.
 Variety Mfg. Co., 2953 Carroll Ave., Chicago, Ill.
 Ward Refrigerator & Mfg. Co., 6801 Alameda St., Los Angeles, Cal.
 Wirt's Organization, E. J., 103 So. 17th St., St. Louis, Mo.
 York Products Corp., 832 Polson St., San Francisco, Cal.

DOORS, ELEVATOR

Bataille & Co., Inc., A., 401 West St., New York, N. Y.
 Cincinnati Mfg. Co., 1900 Gest St., Cincinnati, Ohio.
 Cornell Iron Works, 28th & 11th Ave., New York, N. Y.
 Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.
 Hanke Wire & Iron Works, 800 N. Albany Ave., Chicago, Ill.
 Hecla-Winslow Co., 4604 W. Harrison St., Chicago, Ill.
 Kinneer Mfg. Co., 736 Field Ave., Columbus, Ohio.
 Lambert Metal Door Co., 184 Lorain Ave., Columbus, Ohio.
 Peelle Co., The, Harrison Place & Stewart Ave., Brooklyn, N. Y.
 (See advertisement elsewhere in this issue.)
 Smith Wire & Iron Works, F. P., Fullerton, Clybourn & Ashland Aves., Chicago, Ill.
 Tyler Co., W. S., 3621 Superior Ave., N. E., Cleveland, Ohio.
 Warsaw Elevator Co., 216 Fulton St., Warsaw, N. Y.

DOORS, FIRE

Atlas Fireproof Door Co., 247 Calver St., Brooklyn, N. Y.
 Bogert & Carrough Co., Washington Ave., Paterson, N. J.
 California Fpf. Door Co., 1931 S. Los Angeles St., Los Angeles, Cal.
 Campbell Steel Prod. Co., 1700 Central Ave., Minneapolis, Minn.
 Coburn Trolley Track Mfg. Co., Holyoke, Mass.
 Cornell Iron Works, 28th & 11th Ave., New York, N. Y.
 Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.
 Hanke Wire & Iron Works, 800 N. Albany Ave., Chicago, Ill.
 Harris Preble Door Co., 2424 W. 22nd St., Chicago, Ill.
 Kinneer Mfg. Co., 736 Field Ave., Columbus, Ohio.
 Lambert Metal Door Co., 184 Lorain Ave., Columbus, Ohio.
 Lee & Son Co., Thomas, 130 W. Second St., Cincinnati, Ohio.
 Merchant & Evans Co., Philadelphia, Pa.
 Moeschl-Edwards Corrugating Co., Cincinnati, Ohio.
 Ogden Co., J. Edward, 147 Cedar St., New York, N. Y.

VULCAN

"ALL-STEEL"

FIRE DOORS



Universally Used
 in All Modern
 Fireproof
 Warehouses
 Approved by
 Underwriters
 Details and Prices
 on Request.

VULCAN RAIL & CONSTRUCTION CO.
 Grand St. and Garrison Ave., Maspeth, N. Y.

DOORS, FIRE (Continued)

Peelle Co., The, Harrison Place & Stewart Ave., Brooklyn, N. Y.
(See advertisement elsewhere in this issue.)
 Penn. Seaboard Steel Corp., 1417 Sansom St., Philadelphia, Pa.
 Richards-Wilcox Mfg. Co., 318 W. Third St., Aurora, Ill.
 Richmond Fireproof Door Co., Richmond, Ind.
 St. Louis Fire Door Co., 1142 S. Sixth St., St. Louis, Mo.
 Smith Wire & Iron Works, F. P., 2340 Clybourne Ave., Chicago, Ill.
 Truscen Steel Co., Youngstown, Ohio.
 Tyler Co., W. S., 2621 Superior Ave., N. E., Cleveland, Ohio.
 Variety Mfg. Co., 2958 Carroll Ave., Chicago, Ill.
Vulcan Rail & Mfg. Co., Grand St. & Garrison Ave., Masspeth, N. Y.
 Wilson Corp., J. G., 11 E. 36th St., New York, N. Y.

EXTINGUISHERS, FIRE

A-1 Packer Corp., Blackwell, Okla.
 Ajax Fire Engines Works, 882 Third Ave., Brooklyn, N. Y.
 American-La France Fire Engine Co., 900 Erie St., Elmira, N. Y.
 Automatic Fire Sprinkler Co., 17 W. 37th St., New York, N. Y.
 Automatic Sprinkler Co. of Am., 123 William St., New York, N. Y.
 Barnes, Henry K., 234 Devonshire St., Boston, Mass.
 Bethlehem Shipbuilding Corp., Ltd., Bethlehem, Pa.
 Bridgeport Brass Co., East Main St., Bridgeport, Conn.
 Callahan Co., C., 297 Congress St., Boston, Mass.
 Croker Nat'l Fire Prev. Eng. Co., 22 W. 30th St., New York, N. Y.
 Elkhart Brass Mfg. Co., Elkhart, Ind.
 Eddy Sprinkler Co., Laconia, N. H.
 Fireite Extinguisher Co., Masontown, Pa.
 Foamite Chulda Corp., Utica, N. Y.
 Fry-Flyer Co., 221 Crane St., Dayton, Ohio.
 Gaylord Sanitary Mfg. Co., 1 Gleason Pl., Eldorado, Kan.
 Gilbert & Sons, A., 4015 Forest Park Bldg., St. Louis, Mo.
 Gorham Fire Apparatus Co., 208 Drumm St., San Francisco, Cal.
 Grinnell Co., Inc., 275 W. Exchange St., Providence, R. I.
 Hunt Mfg. Co., Jas. B., Forest Richey Bldg., Trenton, N. J.
 Johns-Manville Co., H. W., Madison Ave. & 41st St., New York, N. Y.
 Knight & Thomas, Inc., 212 Summer St., Boston, Mass.
 New Process Roofing & Sy. Co., Dallas, Texas.
 Niagara Smelting Corp., Bridge St., Niagara Falls, N. Y.
 Northern Pump Co., 920 18th Ave., N. E., Minneapolis, Minn.
 Obenchain-Boyer Co., Logansport, Ind.
 Oil Conservation Eng. Co., 877 Addison Rd., Cleveland, Ohio.
 Pacific Fire Extinguisher Co., 440 Howard St., San Francisco, Cal.
 Pyrene Mfg. Co., 520 Belmont Ave., Newark, N. J.
 Robinson Fire App. Mfg. Co., 4268 N. 20th St., St. Louis, Mo.
 Safety Fire Extinguisher Co., 299 Seventh Ave., New York, N. Y.
 Severn Fire & Supply Co., Fifth & Broadway, Oklahoma City, Okla.
 Simmons Co., John, 110 Centre St., New York, N. Y.
 Stempel Fire Extinguisher Mfg. Co., 20th & Ferry Sts., St. Louis, Mo.
 Vogel Co., H. G., 17 W. 37th St., New York, N. Y.

HOISTS, CHAIN

Boston & Lockport Block Co., 100 Conder St., East Boston, Mass.
 Box & Co., Inc., Alfred, Ontario & Trenton Sts., Philadelphia, Pa.
 Chisholm-Moore Mfg. Co., Cor. E. 49th St. & Lakeside Ave., Cleveland, Ohio.
 Ford Chain Block Co., Second & Diamond Sts., Philadelphia, Pa.
 Green Co., Inc., G. S., 72 Warren St., New York, N. Y.
 Harrington Co., Callowhill & 17th St., Philadelphia, Pa.
 Haslett Spiral Chute Co., 510 N. 61st St., Philadelphia, Pa.
 Hobbs & Co., Clinton, 3335 Pearl St., Boston, Mass.
 Moore Co., Franklin, Winsted, Conn.
 Morris, Inc., Herbert, 10 Lawrence Pl., Buffalo, N. Y.
 Ogden Iron Works Co., Ogden, Utah.
 Olsen Testing Machine Co., Tinius, Philadelphia, Pa.
 Reading Chain & Block Corp., 2100 Adams St., Reading, Pa.
 Reeper Crane & Hoist Works, Inc., 1738 N. 10th St., Reading, Pa.
 Seattle Chain & Mfg. Co., 6921 E. Marginal Way, Seattle, Wash.
 Speidel Elevator Corp., 245 W. Buttonwood St., Reading, Pa.
 Topping Bros., 158 Varick St., New York, N. Y.
 Wright Mfg. Co., 1918 Thomas St., Lisbon, Ohio.
 Yale & Towne Mfg. Co., Stamford, Conn.

INSECTICIDES

American Cyanamid Co., 511 Fifth Ave., New York, N. Y.
 Carbola Chemical Co., 305 Ely Ave., Long Island City, N. Y.
 Chemical Supply Co., 2450 Canal Road, Cleveland, Ohio.
 Clarkson Chemical Co., 141 W. Willow St., Williamsport, Pa.

INSECTICIDES (Continued)

Enoz Chemical Co., Logan Blvd. & Western Ave., Chicago, Ill.
 Ferguson, Jr., Alex. C., 460 Chestnut St., Philadelphia, Pa.
 Gerard Co., Inc., Felix, Fourth Ave. & Franklin, Minneapolis, Minn.
 Grasselli Chemical Co., Guardian Bldg., Cleveland, Ohio.
 Hall Laboratories, 428 B. 35th St., Chicago, Ill.
 Larvex Corp., 47 Rodney St., Brooklyn, N. Y.
 Penick & Co., Inc., S. B., 113 Fulton St., New York, N. Y.
 Plunkett Chemical Co., 3500 So. Morgan St., Chicago, Ill.
 Ply Metal Co., Chamber of Commerce Bldg., Chicago, Ill.
 Standard Oil Co. of N. J., 26 Broadway, New York, N. Y.
 Tinsol Co. of Am., 150 Nassau St., New York, N. Y.
 Warner Chemical Co., Lexington Ave. & 43rd St., New York, N. Y.
 Wells, E. S., Jersey City, N. J.
 West Disinfecting Co., 16 Barn St., Long Island City, N. Y.
 White Tar Co., 56 Vesey St., New York, N. Y.

MILEAGE RECORDERS, MOTOR TRUCK

American Taximeter Co., 22 W. 61st St., New York, N. Y.
 Brown Spring Oiler Co., 6911 Carnegie Ave., Cleveland, Ohio.
 Keuffel & Esser Co., Hoboken, N. J.
 Ohmer Fare Register Co., Dayton, Ohio.
 Sattler, Hans, Sheboygan, Wis.
 Sears-Cross Co., 19 W. 62nd St., New York, N. Y.
 Service Recorder Co., 454 Hanna Bldg., Cleveland, Ohio.
 Stewart-Warner Speedometer Corp., Diversey Blvd., Chicago, Ill.
 Veeder Mfg. Co., 54 Sargeant St., Hartford, Conn.

OVERALLS

(See Work Suits)

PADS, EXCELSIOR

Altamont Mfg. Co., Altamont, Ill.
 American Forest Prod. Co., 24th & Race Sts., Philadelphia, Pa.
 Atlantic Excelsior Co., Inc., 500 W. 30th St., New York, N. Y.
 Boston Excelsior Co., 290 11th Ave., New York, N. Y.
 Burkart Mfg. Co., F., 4900 N. Second St., St. Louis, Mo.
 Olark Paper & Mfg. Co., 1611 Dewey Ave., Rochester, N. Y.
 Dale Bros. Excelsior Pad Co., Grand Rapids, Mich.
 Dupre Mfg. Co., E. North Ave. & So. Ry., Atlanta, Ga.
 Excelsior Packing Co., Second & Smith Sts., Cincinnati, Ohio.
 Excelsior Supply Co., Second & Smith Sts., Cincinnati, Ohio.
 Excelsior Wrapper Co., 224 W. Kinzie St., Chicago, Ill.
 Gardner Pad Co., Gardner, Mass.
 Henderson Excelsior & Packing Pad Co., Inc., Henderson, Ky.
 High Point Pad & Excelsior Co., High Point, N. C.
 Indiana Excelsior Co., Ind. Pythian Bldg., Indianapolis, Ind.
 North Jersey Excelsior Co., 88 Alyea St., Newark, N. Y.

Baled Excelsior

Excelsior Packing Pads

Wood Wool

DU PRE
Manufacturing Co.

Atlanta, Ga.

Absolute Protection from Moths



Take no risks—wrap carpets, rugs, draperies, etc., with **WHITE TAR** Paper. Forty inches wide, in rolls of from 50 to 1000 yards.

Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

THE WHITE TAR COMPANY
OF NEW JERSEY, INC.
56 Vesey St., New York City

Quality through and through
explains why

**PIONEER
EXCELSIOR PACKING**

PADS
ARE REAL PROTECTION

EXCELSIOR WRAPPER CO. EST. 1888

GRAND RAPIDS, MICH.

Sheboygan, Wis. 224 W. Kinzie St., Chicago



Also: Baled Fine Excelsior, Baled Wood Wool,
Wood Wool Pads, Jute Pads. Send for Samples!

PADS, EXCELSIOR (Continued)

Orange Mfg. Co., Elftand, N. C.
 Peerless Packing Pad Co., 322 Fifth St., Jersey City, N. J.
 Philadelphia Excelsior Co., 716 N. Third St., Philadelphia, Pa.
 Phillips Excelsior Co., Chattanooga, Tenn.
 Quincy North Star Co., Quincy, Ill.
 St. Louis Excelsior & Sy. Co., 8 North Levee, St. Louis, Mo.
Selle & Co., H. W., 1000 N. Halsted St., Chicago, Ill.
 Sheboygan Pad Co., Sheboygan, Wis.
 Washington Excelsior & Mfg. Co., Foot of Main St., Seattle, Wash.
 Webster Bros. Mfg. Co., Mason City, Iowa.

PROTEX



spells speed in packing and safety for goods in transit and storage. A convenient size of excelsior pad for packing everything properly. Write for samples and further information.

H. W. Selle & Co.
 1000-1020 N. Halsted St.
 Chicago

PADS, FURNITURE

Arbelt Co., S., 119 McKibben St., Brooklyn, N. Y.
 Breen, Wm. H., 219 Rutherford Ave., Charlestown, Mass.
(See advertisement elsewhere in this issue.)
 Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.
 Chicago Quilt Mfg. Co., 1357 Roosevelt Rd., Chicago, Ill.
 Detroit Canvas Co., 937 E. Larned St., Detroit, Mich.
 Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.
Dupre Mfg. Co., E. North Ave. & So. Ry., Atlanta, Ga.
(See advertisement elsewhere in this issue.)

"PLAY SAFE" USE "PROTECTO" PADS

Made of Extra Heavy Drill Denim," Layer Cotton Filled

Note: "PROTECTO" Pads New Stitching Adds to Strength and Durability.

SPECIAL PRICES

No. 12—Cut size of cloth 72x80.....\$30.00 per doz.
 No. 14—Cut size of cloth 54x72..... 23.50 per doz.
 No. 16—Cut size of cloth 36x72..... 17.00 per doz.
 Phonograph Covers..... 5.00 Each
 Canvas Piano Covers..... 12.00 Each

Write or wire your order.

CHICAGO QUILT MANUFACTURING CO.
 1355-57 Roosevelt Road Chicago, Ill.

FURNITURE

PADS

Strongly sewed with cross stitch.
 Evenly padded. Immediate shipment.
 TARPULINS—BURLAP—BAGS

FULTON BAG & COTTON MILLS, Inc.
 330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.
 Atlanta Dallas St. Louis New Orleans Minneapolis



Strongly made of a one-piece layer of natural cotton, covered with sturdy dark brown drill and lockstitched with heavy carpet thread.

MAISH LOADING PADS

are the choice of Discriminating Moving and Transfer Men—because they assure the utmost in

Safety—Service—Satisfaction

Three Standard Sizes Carried in Stock for Immediate Delivery

- No. 10 (Cut size of cloth, 36 x 72)
 (Approximate finished size, 36 x 66)
- No. 20 (Cut size of cloth, 54 x 72)
 (Approximate finished size, 54 x 66)
- No. 30 (Cut size of cloth, 72 x 80)
 (Approximate finished size, 66 x 80)

Packed in Corrugated Cartons—
 Shipping Units, One dozen of a size

For details and prices mail the coupon—Today!

The Chas. A. Maish Company

Pad Manufacturers Since 1878

1125-27 Bank Street Cincinnati, Ohio

THE CHAS. A. MAISH COMPANY
 1125 Bank St., Cincinnati, Ohio

Without obligation please send complete information concerning Maish Loading Pads.

Name

Street

City State.....

PADS, FURNITURE (Continued)

Empire Mattress Co., 2231 W. Madison St., Chicago, Ill.
 Excelsior Wrapper Co., 224 W. Kinzie St., Chicago, Ill.
 Fulton Bag & Cotton Mills, 330 Wythe Ave., Brooklyn, N. Y.
 Hetrick Mfg. Co., Summit & Magnolia Sts., Toledo, Ohio.
 Iden Co., Wm. A., 564 Washington Blvd., Chicago, Ill.
 Levine Bedding Co., David H., 80-86 Franklin St., New Haven, Conn.
 Little Rock Excelsior Mfg. Co., No. Little Rock, Ark.
 Louisville Bedding Co., Louisville, Ky.
 Lyons & Healy, Wabash Ave. & Jaxon Blvd., Chicago, Ill.
 Maish Co., Chas. A., 1125 Bank St., Cincinnati, Ohio.
 Mals Supply Co., 421 Arch St., Philadelphia, Pa.
 Milvo Awning & Tent Works, 101 W. Liberty St., Rome, N. Y.
 New Haven Quilt & Pad Co., 80 Franklin St., New Haven, Conn.
 New York Drop Cloth Co., 150 Bleeker St., New York, N. Y.
 Oshkosh Excelsior Co., Oshkosh, Wis.
 Ottawa Cushion Co., Rock Island, Ill.
 Peerless Packing Pad Co., 222 Fifth St., Jersey City, N. J.
 Edwards Whse. Sy. Co., 2315 Irving Park Blvd., Chicago, Ill.
 Perfect Packing Pad Co., 1130 Cherry St., Chicago, Ill.
 Reach Textile Co., A. L., 222 E. 42nd St., New York, N. Y.
 Richards Mfg. Co., 950 N. Eighth St., Philadelphia, Pa.
 Rochester Pad & Wrapper Co., Rochester, N. Y.
 Royal Bedding Co., 1012 N. 12th St., St. Louis, Mo.
 Selle & Co., H. W., 1000 N. Halsted St., Chicago, Ill.
 (See advertisement elsewhere in this issue.)
 Sheboygan Pad Co., Sheboygan, Wis.
 Standard Tent & Awning Co., Michigan & Orange St., Toledo, Ohio.
 Star Quilt Mfg. Co., 1855 W. Roosevelt Rd., Chicago, Ill.
 Union Carpet Lining Co., New London, Conn.
 Wagner Awning Mfg. Co., 2858 Scranton Rd., Cleveland, Ohio.

PIANO DERRICKS AND TRUCKS

Breen, Wm. H., 219-231 Rutherford Ave., Charlestown, Mass.
 Self-Lifting Piano Truck Co., Findlay, Ohio



BREEN PATENT PIANO DERRICK

for hoisting and lowering
 Pianos. Indispensable to Piano
 Movers. Adjustable to all
 windows and conditions.

I sell this derrick including
 heavy duck piano cover, lifting
 harness, iron bars with set
 of blocks and 300 feet of $\frac{3}{4}$ inch
 Plymouth rope—All for \$115.
 F.O.B. Boston.

WM. H. BREEN
 219-231 Rutherford Ave.
 Charlestown, Mass.

"IRON HORSE" BRAND Furniture Van Pads

Foremost in Quality, Workmanship
 and Strength



KNOWN AS
 THE BEST

A. L. Reach Textile Co., Inc.

Main Office and Sales Room
 222-224 East 42nd Street
 New York, N. Y.

PARTITIONS, STEEL

Oyclone Fence Co., Waukegan, Ill.
 Binger Sanitary Mfg. Co., D. A., 180 Lucas St., Columbus, Ohio.
 Edwards Mfg. Co., 529 Edgemoor Ave., Cincinnati, Ohio.
 Hauserman Co., E. F., 6802 Grant Ave., Cleveland, Ohio.
 Lyon Metallic Mfg. Co., City Limits, Aurora, Ill.
 Manufacturing Equip. & Eng. Co., 335 Marble St., Framingham, Mass.
 Mills Co., The, 5320 St. Clair Ave., Cleveland, Ohio.
 Page Fence & Wire Prod. Assn., 215 N. Michigan Ave., Chicago, Ill.
 Phoenix Wire Works, Kirby Ave. and E. & G. T. R.R., Detroit, Mich.
 Smith, F. P., Wire & Iron Works, Fullerton, Clybourn & Ashland Aves. & Chester
 St., Chicago, Ill.
 Szymetal Prod. Co., 1710 Urbana Rd., Cleveland, Ohio.
 Tyler Co., W. S., 3621 Superior Ave., N. E., Cleveland, Ohio.

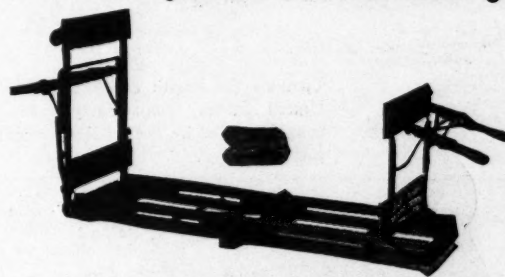
PIANO COVERS

Atrop Co., 2937 W. 25th St., Cleveland, Ohio.
 Bauer, Frederick J., 64 Fourth Ave., New York, N. Y.
 Breen, Wm. H., 219 Rutherford Ave., Charlestown, Mass.
 (See advertisement elsewhere in this issue.)
 Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.
 Buckeye Tent, Awning & Mfg. Co., 264 Spruce St., Columbus, Ohio.
 Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.
 Driver Bros., Inc., 500 So. Green St., cor. Congress St., Chicago, Ill.
 Fulton Bag & Cotton Mills, 330 Wythe Ave., Brooklyn, N. Y.
 (See advertisement elsewhere in this issue.)
 Goss Co., John C., Woodbridge & Bates St., Detroit, Mich.
 Holtzman, Henry, Sons Co., Columbus, Ohio.
 Kennedy Car Liner & Bag Co., Shelbyville, Ind.
 Kimball Co., W. W., 306 S. Wabash Ave., Chicago, Ill.
 New Haven Quilt & Pad Co., 80 Franklin St., New Haven, Conn.
 Upson-Walton Co., 1286 W. Eleventh St., Cleveland, Ohio.
 Wilcox Co., M. L., Toledo, Ohio.

To advertise a Service that is Good
 Is just what Body needs—and that is Food.
 It stimulates—Supplies demands of Health,
 And, in the end, opens wide the gates to Wealth.

"Pop."

HOW DO YOU MOVE PIANOS IS YOUR EQUIPMENT COMPLETE ?



Truck with Straps, \$39.00

The New Buckeye Sill Piano Truck is designed for
 stair and general handling of grand and upright
 pianos.

The center wheel construction allows the truck to
 balance and turn without the usual lifting of the
 truck and the scraping and marring of the floors.

No lifting is required to place the truck on the
 center wheels, just push down the bail, or lifting lever.

Hard wood sills, well bolted together forming a
 truss, make the platform of the truck sufficiently stiff
 and rigid to stand the heavy duty that these Trucks
 are subject to.

Also City Skid Trucks, eight styles of End Trucks,
 Piano Hoists, Covers, and Special Straps. Ask for
 circular.

Manufactured by

SELF-LIFTING PIANO TRUCK CO.
 FINDLAY, OHIO

RACKS, STORAGE

Art Metal Construction Co., Jamestown, N. Y.
 Berger Mfg. Co., Canton, Ohio.
 Durand Steel Locker Co., 1537 Fort Dearborn Bank Bldg., Chicago, Ill.
 Heller, P. A., & Sons, 217 Griswold St., Detroit, Mich.
 Irving Iron Works Co., Dutchkill Creek & 3rd St., Long Island City, N. Y.
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
 Lupton's Sons Co., David, Allegheny Ave. & Tulip St., Philadelphia, Pa.
 Lyon Metallic Mfg. Co., Aurora, Ill.
 Manufacturing Equip. & Eng. Co., 335 Marble St., Framingham, Mass.
 Medart Mfg. Co., Fred, Pontiac & DeKalb Sts., St. Louis, Mo.
 Mills Co., The, 5320 St. Clair Ave., Cleveland, Ohio.
 New Britain Mch. Co., 140 Chestnut St., New Britain, Conn.
 Penn River Co., 3rd & Huntington Sts., Philadelphia, Pa.
 Perfection Metal Container, 3602 E. 82nd St., Cleveland, Ohio.
 Revolver Co., 336 Garfield Ave., Jersey City, N. J.
 Service Steel Prod. Co., 914 W. North Ave., Chicago, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

SAWS, MACHINE

American Saw & Mfg. Co., 71 Boylston St., Springfield, Mass.
 American Saw Mill Mch. Co., Hackettstown, N. J.
 Atkins, E. C. & Co., Inc., 402 S. Illinois St., Indianapolis, Ind.
 C. H. & E. Mfg. Co., Milwaukee, Wis.
 Challenge Co., 193 River St., Batavia, Ill.
 Oresson-Morris Co., 18th & Allegheny Aves., Philadelphia, Pa.
 Disston, Hy., & Sons, Inc., Tacony Sta., Philadelphia, Pa.
 Electro-Magneto Tool Co., Cicero, Ill.
 Fairbanks, Morse & Co., So. Wabash Ave., Chicago, Ill.
 Kaetker Saw Co., 4600 Spring Grove Ave., Cincinnati, Ohio.
 Kennedy, Ralph M., 111 No. 7th St., Philadelphia, Pa.
 Lippert Saw Co., E. T., 19 Lincoln Ave., Millvale, Pittsburgh, Pa.
 Michel Elec. Hand Saw Co., 1801 Bernice Ave., Chicago, Ill.
 Neal Handy Saw Co., 7208 Euclid Ave., Cleveland, Ohio.
 New Holland Machine Co., New Holland, Pa.
 New Winona Mfg. Co., Winona, Minn.
 Ohlen-Bishop Co., Columbus, Ohio.
Onan, D. W., & Sons, 43 Royalston Ave., Minneapolis, Minn.
 Oshkosh Mfr. Co., Oshkosh, Wis.
 Ransome Concrete Mch. Co., Dunellen, N. J.
 Schmidt Bros. Co., Davenport, Iowa.
 Simonds Saw & Steel Co., Fitchburg, Mass.
 Taylor Iron Works & Supply Co., Macon, Ga.
 Trevor Mfg. Co., 168 Market St., Lockport, N. Y.
 Wallace, J. D., & Co., 107 S. California Ave., Chicago, Ill.
 Worth Machinery Manufacturers, Los Angeles, Cal.

STENCIL MACHINES

Auto-Mailing Mch. Co., Inc., Fitchburg, Mass.
Bradley Mfg. Co., A. J., 101 Beekman St., New York, N. Y.
 Diagraph Stencil Mch. Corp., 1826 Kings Highway Blvd., St. Louis, Mo.
 Ideal Stencil Mch. Co., 113 Ideal Block, Belleville, Ill.
 Marsh Stencil Mch. Co., 100 Marsh Bldg., Belleville, Ill.
 United Autograph Register, 2316 W. 43rd St., Chicago, Ill.



The BRADLEY

The Latest and Best Circular
 Stencil Cutting Machine
 Ever Produced

Four models, to cut $\frac{1}{8}$ ", $\frac{3}{16}$ ",
 $\frac{1}{4}$ " and $\frac{1}{2}$ " Letters. See last
 month's issue for illustration of
 Horizontal Machine.

Drop Forged Steel Punches
 All Parts Interchangeable.
 Machines Sent on Trial

Write for prices on Stencil Machines
 and on Stencil Paper, Pots and Ink.
 The Bradley Ball Marking Pot is the
 Best. Our Oil Board and Inks are
 unexcelled.

A. J. BRADLEY MFG. CO.
 101 BEEKMAN ST. NEW YORK



They Like the Onan Safty Saw



They say "it is a
 useful and efficient
 outfit."



Thruout the length and breadth of the
 United States Onan Safty Saws are
 being installed by the leading, successful
 warehousemen.

The Onan Saw is portable
 and can be hooked to the
 electric light socket and
 used right where the work
 is to be done.

Unsurpassed for crating,
 packing, bin building and
 odd carpentry jobs.

Will you try one on ap-
 proval at NO COST TO
 YOU? Just write us and
 say "yes" and one will be
 on the way.

D. W. ONAN & SONS
 43 Royalston Ave.
 Minneapolis, Minnesota

SCALES

American Kron Scale Co., 430 E. 53rd St., New York, N. Y.
 American Scale Co., 517 Delaware St., Kansas City, Mo.
 Barker & Son, Samuel G., Scranton, Pa.
 Beckman Bros., Des Moines, Iowa.
 Brunner Foundry & Mch. Co., Peru, Ill.
 Buffalo Scale Mfg. Co., Inc., 1200 Niagara St., Buffalo, N. Y.
 Chicago Scale Co., 7740 So. Chicago St., Chicago, Ill.
 Dayton Scale Co., Dayton, Ohio.
 Fairbanks Co., 416 Broome St., New York, N. Y.
 Fairbanks & Co., E. & T., St. Johnsbury, Vt.
 Fairbanks Morse & Co., 900 E. Wabash Ave., Chicago, Ill.
 Gaston Scale Co., Beloit, Wis.
 General Automatic Scale Co., 310 S. 1st St., St. Louis, Mo.
 Howe Scale Co., Rutland, Vt.
 International Business Machines Corp., 50 Broad St., New York, N. Y.
 Meadows Mfg. Co., Bloomington, Ill.
 Merrick Scale Mfg. Co., Summer St., Passaic, N. J.
 Moline Implement Co., Inc., Moline, Ill.
 National Scale Corp., 25 Ware St., Chicopee Falls, Mass.
 Pneumatic Scale Corp., Ltd., Norfolk Downs, Mass.
 Sawyer Spec. Scale Co., Jacksonville, Fla.
 Smith Scale Co., 93 W. Gay St., Columbus, Ohio.
 Standard Scale & Supply Co., 412 First Ave., Pittsburgh, Pa.
 Stimpson Computing Scale Co., Louisville, Ky.
 Toledo Scale Co., Toledo, Ohio.
 Weightograph Co., 310 So. First St., St. Louis, Mo.
 Winslow Government Standard Scale Wks., Terre Haute, Ind.

TARPAULINS

Astrup Co., 2937 W. 25th St., Cleveland, Ohio.
 Atlanta Tent & Awning Co., Atlanta, Ga.
 Baker-Lockwood Mfg. Co., 618 Delaware St., Kansas City, Mo.
 Bethlehem Shipbuilding Corp., Ltd., Bethlehem, Pa.
 Boyle & Co., Inc., John, 112 Duane St., New York, N. Y.
 Brooke Tarpaulin Co., 429 Celeste St., New Orleans, La.
 Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.
 Buckeye Tent & Awning Mfg. Co., 264 Spruce St., Columbus, Ohio.
 Carnie-Gouldie Mfg. Co., 22nd & Grand Ave., Kansas City, Mo.
 Carpenter & Co., Geo. B., 440 N. Wells St., Chicago, Ill.
 Channon Co., E., 149 N. Market St., Chicago, Ill.
 Clifton Mfg. Co., Waco, Texas.
 Couch Bros. Mfg. Co., Atlanta, Ga.
 Dafoe Eustice Co., 4042 W. Jefferson St., Detroit, Mich.
 Des Moines Tent & Awning Co., 913 Walnut St., Des Moines, Iowa.
 Donnelly, Son & Putnam, 23 Lisperard St., New York, N. Y.
 Driver Bros. Inc., 500 So. Grand St., Congress St., Chicago, Ill.
 Fulton Bag & Cotton Mills, 330 Wythe Ave., Brooklyn, N. Y.
 (See advertisement elsewhere in this issue.)
 Goss Co., J. C., Woodbridge & Bates Sts., Detroit, Mich.
 Heath & Son, E. F., 225 Warren St., Newark, N. J.
 Hettrick Mfg. Co., Summit & Magnolia St., Toledo, Ohio.
 Hoegge Co., Inc., W. H., 138 S. Main St., Los Angeles, Cal.
 Hooper & Sons Co., Wm. E., 3502 Parkdale St., Baltimore, Md.
 Humphry's Sons, R. A., 1020 Callowhill St., Philadelphia, Pa.
 Iden Co., Wm. A., 584 Washington Blvd., Chicago, Ill.
 Jacksonville Tent & Awning Co., Jacksonville, Fla.
 Landers Bros. Co., 837 Buckingham St., Toledo, Ohio.
 Lehon Co., 4411 Oakley Ave., Chicago, Ill.
 Pittsburgh Waterproof Co., 435 Liberty Ave., Pittsburgh, Pa.
Reich Textile Co., A. L., 222 E. 42nd St., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Seattle Tent & Awning Co., Postal Telegraph Bldg., Seattle, Wash.
 Smith Co., Arthur P., 139 Spring St., New York, N. Y.
 Swannfeldt, 224 S. Main St., Los Angeles, Cal.
 U. S. Tent & Awning Co., 707 N. Sangamon St., Chicago, Ill.
 Upson-Walton Co., 1286 W. 11th St., Cleveland, Ohio.
 Valley Mills, LaGrange, Ga.
 Wenzel Tent & Duck Co., Herman, 1935 Paul St., St. Louis, Mo.
 Wheeling Tent & Awning Co., Wheeling, W. Va.
 Wyandotte Awning & Tent Co., Kansas City, Kan.

TRACTORS, INDUSTRIAL

Atlas Car & Mfg. Co., 1100 Ivanhoe Rd., Cleveland, Ohio.
 Automatic Transportation Co., Inc., 2935 Main St., Buffalo, N. Y.
 Baker Co., R. & L., 2155 W. 25th St., Cleveland, Ohio.
 Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.
 Case Threshing Co., J. L., Racine, Wis.
 Caterpillar Tractor Co., San Leandro, Cal.
 Clark Truck Tractor Co., Buchanan, Mich.
 Cleveland Tractor Co., Lamb & Euclid Aves., Cleveland, Ohio.
 Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.
 Elwell-Parker Elec. Co., 4090 St. Clair Ave., Cleveland, Ohio.
 Kilbourne & Jacobs Co., Columbus, Ohio.
 Lakewood Eng. Co., Berea Road, Cleveland, Ohio.
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
 Monarch Tractors, Inc., Watertown, Wis.
 Omaha Steel Works, Omaha, Neb.
 Prescott Co., Sumner K., 1 W. Lander St., Seattle, Wash.
 Stuebing-Cowan Co., 311 E. Court St., Cincinnati, Ohio.
 Townmotor Co., Cleveland, Ohio.
 Tractor Co., J. T., 179th & St. Clair Ave., Cleveland, Ohio.
 Yale & Towne Mfg. Co., Stamford, Conn.
 Yuba Mfg. Co., San Francisco, Cal.

Why should a man Prosperity Expect,
 If, to secure it, he the means neglect?
 As Soil—its own to hold—needs fertilizing,
 So Business—new or old—needs Advertising.

"Pop."

TRAILERS

Proehauf Trailer Co., 10940 Harper Ave., Detroit, Mich.
Highway Trailer Co., Egerton, Wis.
 Kilbourne & Jacobs Mfg. div. of Case Crane & Engineering Co., Columbus, Ohio.
 Lapeer Trailer Co., Lapeer, Mich.
 Lee Trailer & Body Co., 2343 S. LaSalle St., Chicago, Ill.
 Shadbolt Mfg. Co., Flushing Ave. & Cumberland St., Brooklyn, N. Y.
 Trailmobile Co., 31st & Robertson Sts., Cincinnati, Ohio.

HIGHWAY TRAILERS

INCREASE HAULING CAPACITY

Remember the Highway Trailer is the lowest priced on the market. With the exception of bearings and tires, it is built in our plant—the largest trailer plant in the world.

The sturdily built Highway Trailer will double your truck's capacity. Pulling the additional load at practically no extra cost. And that's not all—

Consider this—in savings alone, the Highway Trailer will pay for itself in the first few months.

Write for special bulletin and prices.

HIGHWAY TRAILER COMPANY

Egerton, Wisconsin

TRAILERS, INDUSTRIAL TRUCK

Aracdia Trailer Co., Newark, N. Y.
 Automatic Transportation Co., 2935 Main St., Buffalo, N. Y.
 Bahl Iron Works, Inc., Reading, Pa.
 Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.
 Koppel Industrial Car & Equip. Co., Koppel, Pa.
 Crescent Truck Co., 180 N. 10th St., Lebanon, Pa.
 Badle Trailer Corp., 191 Ninth Ave., New York, N. Y.
 Electric Wheel Co., Walton Heights, Quincy, Ill.
 Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.
 Fairbanks Co., 416 Broome St., New York, N. Y.
 Hercules Trailer Mfg. Co., 1327 Santa Fe Ave., Los Angeles, Cal.
 Howe Cabin Co., Muskegon, Mich.
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
 Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.
 Lansing Co., 602 Cedar St., Lansing, Mich.
 Lyon Iron Works, Inc., Greene, N. Y.
 Menasha Wood Split Pulley Co., Menasha, Wis.
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
 Michigan Truck & Lumber Co., c/o Barlett Lumber Co., 1600 E. Davidson St., Detroit, Mich.
Nutting Truck Co., Faribault, Minn. (See advertisement elsewhere in this issue.)
 Omaha Steel Works, Omaha, Neb.
 Streich & Bro. Co., A., Oshkosh, Wis.
 Warren Mfg. Co., Springfield, Mass.
 Welded Prod. Mfg. Co., 851 Kinnickinnic Ave., Milwaukee, Wis.
 West Bend Equip. Co., West Bend, Wis.
 Whitehead & Kales Co., 2361 Beecher Ave., Detroit, Mich.
 Yale & Towne Mfg. Co., Stamford, Conn.
 Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.

TRUCKS, HAND

Aeromotor Co., 2500 W. Roosevelt Rd., Chicago, Ill.
 American Pulley Co., 4200 Wissahickon Ave., Philadelphia, Pa.
 Anchor Post Iron Works, 9 East 38th St., New York, N. Y.
 Backus, Jr., A. & Sons, 1540 Lafayette Blvd., Detroit, Mich.
 Baltimore Cooperage Co., Ostend & Creek Sts., Baltimore, Md.
 Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.
 Bess Machine Works, Holland, Mich.
 Chase Foundry & Mfg. Co., 2800 Parsons Ave., Columbus, Ohio.
 Chicago Scale Co., 7740 S. Chicago Ave., Chicago, Ill.
 Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.
 Cleveland Wire Spring Co., 1283 E. 38th St., N. E., Cleveland, Ohio.
 Olson Co., Elyria, Ohio.

Twenty Hand Trucks in One—

The Heerlein Adjustable Hand Truck

Saves Damage Claims in Furniture Warehouses

This truck will save time and money in any warehouse because the adjustable feature makes a battery of trucks unnecessary. It can be adjusted to fit the load. Don't risk handling difficult trucking jobs with an ordinary truck.

Built to last under the hardest service you can give it. The price is only \$39.75, and it's well worth the money. One man with it can do the work of four without.

The Heerlein Adjustable Hand Truck Co.
 285 5th Ave., Astoria, L. I., N. Y.

TRUCKS, HAND (Continued)

Conkey & Co., H. D., Mandota, Ill.
 Diamond State Fibre Co., East Bridgeport, Pa.
 Electric Wheel Co., Walton Heights, Quincy, Ill.
 Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.
 Fairbanks Co., 416 Broome St., New York, N. Y.
 Fairbanks Morse & Co., 900 S. Wabash Ave., Chicago, Ill.
 Fibrebone Co., Inc., Waltham, Mass.
 Francis Co., Chas. E., Rushville, Ind.
 Globe Vise & Truck Co., 1451 Front St., N. W., Grand Rapids, Mich.
 Grand Rapids Foundry Co., Grand Rapids, Mich.
 Grand Rapids Hand Screw Co., 1430 Front St., N. W., Grand Rapids, Mich.
 Hamilton Oster & Mfg. Co., Hamilton, Ohio.
Heerlein Furn. Hand Truck Co., 285 Fifth Ave., Astoria, L. I., N. Y.
 Howe Chain Co., 110 Clay Ave., E., Muskegon, Mich.
 Howe Scale Co., Rutland, Vt.
 Hughes Steel Equip. Co., Allegan, Mich.
 Illinois Iron & Bolt Co., Carpentersville, Ill.
 Kilbourne & Jacobs Mfg. Co., Columbus, Ohio.
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
 Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.
 Lansing Co., 602 Cedar St., Lansing, Mich.
 Leatheroid Mfg. Co., Kennebunk, Maine.
 Lewis Co., G. B., Watertown, Wis.
 Lewis-Shepard Co., 117 Walnut St., Watertown Sta., Boston, Mass.
 Loudon Mch. Co., 1115 Broadway, Fairfield, Iowa.
 Lyon Iron Works, Inc., Greene, N. Y.
 McFarlane & Co., Inc., H., 322 S. Grand St., Chicago, Ill.
 McKinney Mfg. Co., Liverpool & Metropolitan Sts., Pittsburgh, Pa.
 Marion Tool Works, Marion, Ind.
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
 National Scale Corp., 25 Ware St., Chicopee Falls, Mass.
 National Vulcanized Fibre Co., East Wilmington, Del.
 New Britain Mch. Co., 140 Chestnut St., New Britain, Conn.
Nutting Truck Co., Faribault, Minn.
 Ohio Galvanizing & Mfg. Co., Niles, Ohio.
 Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.
 Revolver Co., 336 Garfield Ave., Jersey City, N. J.
 Rogers Fibre Co., 125 Beach St., Boston, Mass.
 Ross Carrier Co., Benton Harbor, Mich.
 Seaman Paper Co., 360 No. Michigan Ave., Chicago, Ill.
Self Lifting Piano Truck Co., Findlay, Ohio. (See advertisement elsewhere in this issue.)
 Sheffield Car Co., Three Rivers, Mich.
 Standard Scale & Supply Corp., 412 First Ave., Pittsburgh, Pa.
 Sterling Wheelbarrow Co., 6300 Pullen St., West Allis, Milwaukee, Wis.
 Stuebing-Cowan Co., 311 E. Court St., Cincinnati, Ohio.
 Streich & Bro. Co., A., Oshkosh, Wis.
 Towley Mfg. Co., John J., Cincinnati, Ohio.
 Transmission Ball Bearing Co., Inc., 1053 Military Rd., Buffalo, N. Y.
 Tucker & Dorsey Mfg. Co., S. State & Bates Sts., Indianapolis, Ind.
 Warren Mfg. Co., Springfield, Mass.
 Warsaw Elevator Co., 216 Fulton St., Warsaw, N. Y.
 West Bend Equip. Co., West Bend, Wis.
 Western Wheelbarrow Mfg. Co., So. Fort Smith, Ark.
 Whitehurst Mfg. Corp., R. W., Norfolk, Va.
 Yale & Towne Mfg. Co., Stamford, Conn.
 Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.

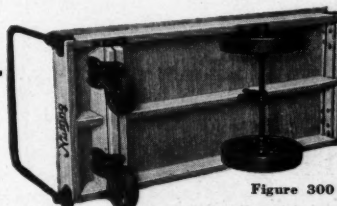


Figure 300

Cut Your "Annual Replacement" Costs for Floor Trucks!

When you buy floor trucks buy the kind that are built to last! Nutting Floor Trucks may cost a little more, but look what you get—

Northern hardwood construction, massive corner-irons, heavier wheels and casters (with smooth, flat faces—no center ridges to quickly wear and cut floors).

We can give you the names of many users of 100 or more Nutting Trucks, ALL of which have given at least 20 years' service. Write for full information.

NUTTING TRUCK COMPANY

1656 Division St., Faribault, Minn.

Nutting Floor Truck Specialists Since 1891

TRUCKS, INDUSTRIAL

Anchor Post Iron Works, 9 East 38th St., New York, N. Y.
 Atlas Car & Mfg. Co., 1100 Ivanhoe Rd., Cleveland, Ohio.
 Automatic Transportation Co., Inc., 2935 Main St., Buffalo, N. Y.
 Baker Co., E. & L., 2185 W. 25th St., Cleveland, Ohio.
 Buda Co., Harvey, Ill.
 Clark Tractor Co., Buchanan, Mich.
 Crescent Truck Co., 160 No. 10th St., Lebanon, Pa.
 Electric Wheel Co., Walton Heights, Quincy, Ill.
 Elwell-Parker Elec. Co., 4000 St. Clair Ave., Cleveland, Ohio.
 Fairbanks Co., 418 Broome St., New York, N. Y.
 Howe Chain Co., 110 Clay Ave., E., Muskegon, Mich.
 Kent Machine Co., Kent, Ohio.
 Koppel Industrial Car & Equip. Co., Koppel, Pa.
 Ladel Mfg. Co., New Philadelphia, Ohio.
 Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.
 Lyon Iron Works, Inc., Greene, N. Y.
 Market Forge Co., Everett, Mass.
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
 Miami Mfg. Co., Peru, Ind.
 New Britain Mfg. Co., 140 Chestnut St., New Britain, Conn.
 Nutting Truck Co., Faribault, Minn.
 Ottumwa Iron Works, Inc., Ottumwa, Iowa.
 Peerless Wire Goods Co., 2910 Ferry St., Lafayette, Ind.
 Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.

TRUCKS, TIERING

Alvey Ferguson Co., 70 North Ave., Cincinnati, Ohio.
 Anderson Elec. Car Co., Detroit, Mich.
 Atlas Car & Mfg. Co., Cleveland, Ohio.
 Automatic Trans. Co., 2939 Main St., Buffalo, N. Y.
 Baker R. & L. Co., 2185 W. 25th St., Cleveland, Ohio.
 Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.
 Chase Foundry & Mfg. Co., 2800 Parsons Ave., Columbus, Ohio.
 Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.
 Conkey & Co., H. D., Mendota, Ill.
 Couple Gear Elec. Truck Co., Grand Rapids, Mich.
 Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.
 Diamond State Fibre Co., East Bridgeport, Pa.
 Economy Eng. Co., 2631 W. Van Buren St., Chicago, Ill.
 Elwell-Parker Elec. Co., 400 St. Clair Ave., Cleveland, Ohio.
 Grand Rapids Vapor Kiln, Grand Rapids, Mich.
 Hydraulic Press Mfg. Co., 83 Lincoln Ave., Mt. Gilead, Ohio.
 Lakewood Eng. Co., Cleveland, Ohio.
 Lutz Co., Inc., Morris & Bambray Sts., Philadelphia, Pa.
 Mercury Mfg. Co., 4130 Halsted St., Chicago, Ill.
 National Scale Corp., 25 Ware St., Chicopee Falls, Mass.
 New Jersey Fdry. & Mche. Co., 90 West St., New York, N. Y.
 Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.
 Puffer, Hubbard Mfg. Co., 32nd Ave. So., cor. E. 26th St., Minneapolis, Minn.
 Revolver Co., 336 Garfield Ave., Jersey City, N. J.
 Ross Carrier Co., Benton Harbor, Mich.
 Service Caster & Truck Co., Albion, Mich.
 Lewis-Shepard Co., 117 Walnut St., Watertown Sts., Boston, Mass.
 Standard Conveyor Co., 315 Second Ave. N. W., St. Paul, Minn.
 Stuebeling-Cowan Co., 311 E. Court St., Cincinnati, Ohio.
 Terminal Eng. Co., Inc., 17 Battery Pl., New York, N. Y.
 Union Steel Prod. Co., 132 N. Berrien St., Albion, Mich.
 Yale & Towne Mfg. Co., Stamford, Conn.

TRUCK TRANSMISSIONS

Warford Corp., 44 Whitehall St., New York, N. Y.

WHEELS

Budd Wheel Co., 25th & Hunting Park Ave., Philadelphia, Pa.
 (See advertisement elsewhere in this issue.)
 Morand Cushion Wheel Co., 818 S. May St., Chicago, Ill.
 Sewell Cushion Wheel Co., 6468 Gratiot St., Detroit, Mich.

WORK SUITS

Arbuthnot-Stevenson Co., 801 Penn Ave., Pittsburgh, Pa.
 Automotive Garment Co., Kansas City, Mo.
 Brownstein-Lewis Co., 751 So. Figueroa St., Los Angeles, Cal.
 Burnham, Munger, Root Dry Goods Co., 8th & Broadway, Kansas City, Mo.
 Carhart-Hamilton Cotton Mills, Michigan Ave. & Kent St., Detroit, Mich.
 Cohn, Goldwater Co., 216 So. Los Angeles St., Los Angeles, Cal.
 Cowden Mfg. Co., 412 W. 8th St., Kansas City, Mo.
 Crown Overall Mfg. Co., 3rd & Plum Sts., Cincinnati, Ohio.
 Efrogmson & Wolf, 360 W. Washington St., Indianapolis, Ind.
 Elder Mfg. Co., 13th & Lucas Sts., St. Louis, Mo.
 Finch, Van Slyke & McCormille, Park Square, St. Paul, Minn.
 Finck & Co. W. M., 3708 Gratiot Ave., Detroit, Mich.
 Fleishner, Mayer & Co., Portland, Ore.
 Globe Superior Corp., Abingdon, Ill.
 Goll & Frank Co., East Water & Buffalo Sts., Milwaukee, Wis.
 Greenbaum, Weil & Michels, 742 Mission St., San Francisco, Cal.
 Hanke Bros., Main & 12th Sts., Cincinnati, Ohio.
 Hettrick Mfg. Co., Summitt & Magnolia Sts., Toledo, Ohio.
 Hirsch-Wels Mfg. Co., Portland, Ore.
 Lamb Mfg. Co., 1301 Wabash Ave., Terre Haute, Ind.
 Larned-Carter & Co., 1210 Eighth St., Detroit, Mich.
 Lee Co., H. D., 20th & Wyandotte Sts., Kansas City, Mo.
 Lindeke, Warner & Son, St. Paul, Minn.
 McDonald Mfg. Co., R. L., St. Joseph, Mo.
 Miller & Co., Inc., E. B., Chattanooga, Tenn.
 Miller Mfg. Co., Paris, Texas.
 Miller Mfg. Co., O. R., Dallas, Texas.
 Motor Suit Mfg. Co., 719 Central St., Kansas City, Mo.
 Nunnally & McCrea Co., Atlanta, Ga.
 Oberman Mfg. Co., D. M., Jefferson City, Mo.
 Oppenheimer & Co., M., 938 Penn St., Pittsburgh, Pa.
 Oshkosh Overall Co., Oshkosh, Wis.
 Phoenix Mfg. Co., 1201 So. Sharp St., Baltimore, Md.
 Pierson Mfg. Co., Quincy, Ill.

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 Protextall Co., Abingdon, Ill.
 Ranney-Davis Merc. Co., Arkansas City, Kans.
 Red Diamond Clothing Co., 801 Lucas St., St. Louis, Mo.
 Rice-Six Co., 16th & Washington Ave., St. Louis, Mo.
 Richardson Dry Goods Co., St. Joseph, Mo.
 Rockford Overall Mfg. Co., Rockford, Ill.
 Sanger Brothers, Dallas, Texas.
 Scott Mfg. Co., Cyrus W., Houston, Texas.
 Scowcroft & Sons Co., John, Ogden, Utah.
 Sibbett Mfg. Co., Oakland, Cal.
 Signal Shirt Co., Racine, Wis.
 Smith-McCord-Townsend Dry Goods Co., 8th & Broadway, Kansas City, Mo.
 Spokane Dry Goods Co., Spokane, Wash.
 Standard Tent & Awning Co., Cor. Michigan & Orange Sts., Toledo, Ohio.
 Strauss Bros., 109 Hopkins Pl., Baltimore, Md.
 Strauss, Levi & Co., Battery & Pine Sts., San Francisco, Cal.
 Stuart, Keith & Co., Fayette & Greene Sts., Baltimore, Md.
 Sweet, Orr & Co., 15 Union Square, New York, N. Y.
 Union Special Overall Co., Plume & 14th St., Cincinnati, Ohio.
 Volunteer Mfg. Co., Nashville, Tenn.
 Welch-Cook-Reals Co., Cedar Rapids, Iowa.
 Wheeler & Motter Merc. Co., 7th & Sylvania Sts., St. Joseph, Mo.
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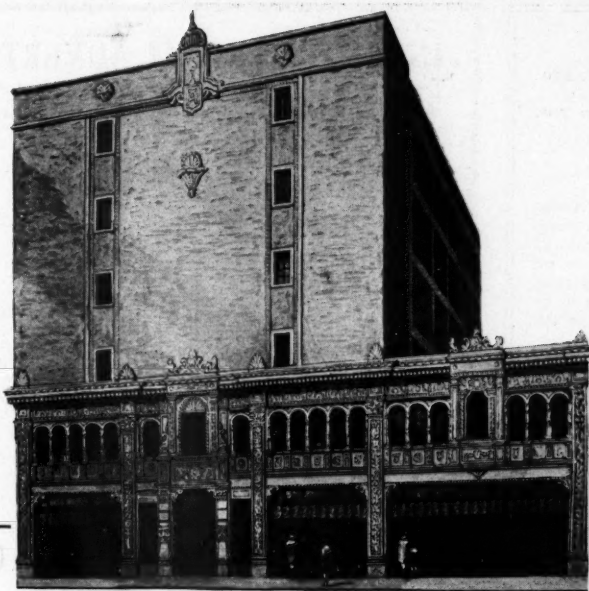
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of DISTRIBUTION AND WAREHOUSING, published monthly at New York,
N. Y., for October 1, 1926. STATE OF NEW YORK, } ss.
COUNTY OF NEW YORK, }

Before me, a Notary Public in and for the State and County aforesaid, personally appeared A. K. Murray, who having been duly sworn according to law, deposes and says that he is the President and Business Manager of DISTRIBUTION AND WAREHOUSING, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to wit:

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A. K. MURRAY, Pres. & Bus. Mgr.

Sworn to and subscribed before me this 1st day of October, 1926.

(Seal) JULIA C. H. ALLEN.

Notary Public, New York County, Clerk's No. 47, Register's No. 7012.
Commission expires March 30, 1927.

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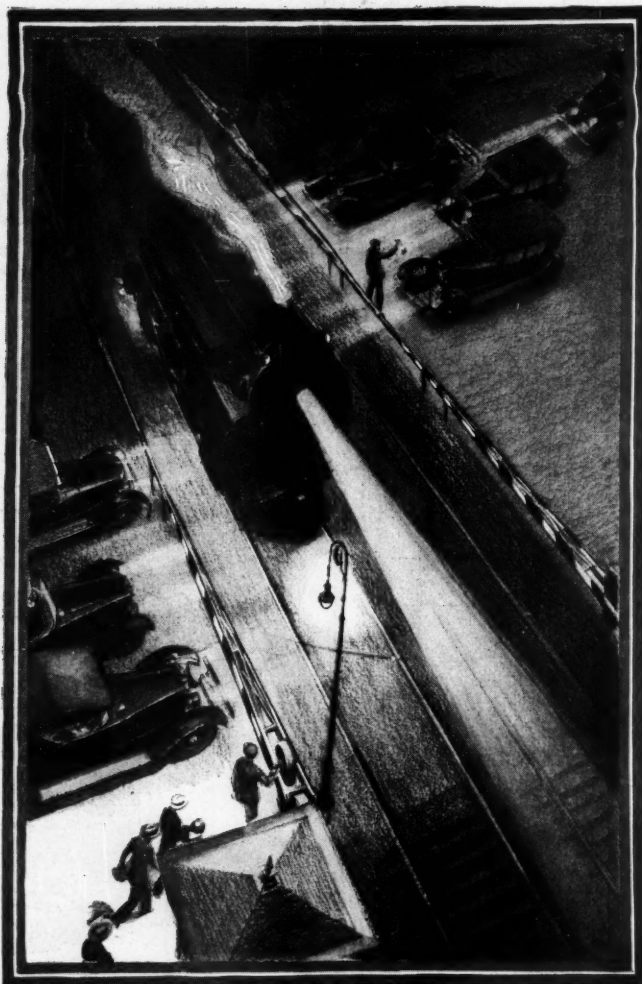
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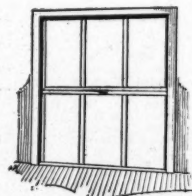
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